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Trade and Industry

31 March 1978

News from the Departments of Industry·Trade·Prices & Consumer Protection

trade
promotions
guide
spring edition

'O to be in England now that April's there.' Well, April's *nearly* there. But exporters must think of plodding their way through distant lands – with the help of our Trade promotions guide (centre pages)

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Home news

Agency to develop co-operative enterprise

Proposals to set up a new agency to encourage the development of co-operative enterprise were contained in a Co-operative Development Agency Bill published by HMSO on 22 March. The bill provides for the appointment of a chairman and between four and eight other members by the secretary of state after consultation with co-operative organisations. The detailed functions of the agency are to promote the principles and to represent the interests of the co-operative movement.

This legislation follows a study set up by Alan Williams, Minister of State for Industry, a year ago, when he established a working group on which co-operative organisations, trade unions and government departments were represented. The group reported to Mr Williams last October and its findings were published as a white paper (see *Trade and Industry*, 28 October 1977, page 162).

The secretary of state may make grants to the agency within a ceiling of £900,000. This accords with the working group's view that the government should bear as launching finance the whole of the estimated cost of £300,000 a year to establish the agency and run it for three years. A schedule to the bill sets out detailed provisions as to the appointment, tenure of office, and remuneration of members of the agency and as to its proceedings.

Proposals for British Leyland imminent

Government proposals for British Leyland would be debated as early as possible in April, Eric Varley, Secretary of State for Industry, said in a written parliamentary answer on 22 March.

He had received British Leyland's corporate plan (see *Trade and Industry*, 10 February, page 266), including proposals for strengthening the company's balance sheet by a substantial injection of equity. He had also received the National Enterprise Board's report which fully supports the plan. The government generally endorsed the NEB's recommendations but some of the financial arrangements were still under consideration.

Meanwhile, Mr Varley said, he had authorised the NEB to advance a short-term loan of £275 million to British Leyland to enable the company to repay some temporary borrowings and to continue its capital expenditure programme until parliament had been able to consider the situation.

Industry region head tours East Midlands

Anne Meuller, deputy secretary in charge of regional industrial policies and regional organisation of the Department of Industry, discusses a paper on small firms prepared by Leicester and County Chamber of Commerce and Industry. With her is Mr C. K. Elliott (second from left) president of the chamber, and Mr H. L. Milliard, (right) chief executive. Norman Lott (left), regional director of the Department of Industry, accompanied Miss Meuller during her two-day tour of organisations, local authorities and industries in the East Midlands.

Prosperity makers get CoSIRA awards

First prize in a competition sponsored by the Council for Small Industries in Rural Areas in conjunction with the *Sunday Times* was awarded to H. Turnell and Co of Dolton in Devon. The company manufactures, by hand, top quality fishing flies. It employs 13 full-time staff and over 50 outworkers. Since 1971 its world-wide sales have been built up from £15,000 to £120,000.

The competition was designed to recognise and award some of the small firms who are providing employment for local people, adding to the prosperity of the surrounding locality and helping to establish a healthy export market. The first prize was £1,000 with further prizes of £50 going to five runners-up.

Among the runners up were John Marshall Engineers Ltd, of Henley-in-Arden, manufacturer of high speed guillotines and presses who export 50 per cent of its products to 24 countries; and Fogg Loudspeaker Components Ltd of Eastergate which has doubled its turnover in each of the past three years and increased employment from five to 60 people.

Providing invaluable jobs in a development area is another runner-up, Artistic Framing Ltd of Holsworthy, Devon. Employing 70 people, compared with four in 1969, the company is helping to frustrate imports by being, successfully, one of the very few manufacturers of picture frames in the UK. Other runners-up were Lockpanel Co Ltd of Bude, Cornwall, manufacturers of a novel tool rack, and an unusual company that restores early machinery of the industrial revolution to full working order, Dorothea Restoration Engineers of Kettleshulme, Devon.

The council is the main agent of the Development Commission with the aim of improving rural areas' prosperity by helping small businesses with loans and financial and business management advice. Firms eligible for the council's assistance employ fewer than 20 skilled people (no limit to unskilled employees) and have to be in a country town or rural area with a population of less than 10 000.

Tea prices come down

Significant reductions in medium-quality tea prices have taken place in the past few weeks, say the Price Commission. Further reductions are anticipated. Roy Hattersley, Secretary of State for Prices and Consumer Protection, has therefore decided that in the light of these findings it is no longer necessary to make a statutory order to reduce the price further.

In a letter to Mr Hattersley, Charles Williams, chairman of the Price Commission, had said that in a survey made on 16 March Co-op 99 tea was priced at 22p throughout the Co-op chain and Lyons QB, PG Tips and Typhoo at 21½p to 22½p in supermarkets and multiple grocers. Though retail prices were higher in some places, the commission believed that retailers were working off stock bought at the old prices and that average prices were likely to fall further as these stocks were sold off.

Working party on discounted air fares announced

A working party on discounted air fares has been set up by the Department of Trade it was announced on 28 March.

Under the chairmanship of Mr G. C. Dick, the working party will look into three aspects of the discounted air fares market: the development of unauthorised discounting and the extent to which it is carried on; the effect of discounting of scheduled air fares on airlines, the travel trade and the traveller; and the measures which might be taken to eliminate any harmful effects of such discounting.

Members of the working party include representatives of the travel agents, the airlines, the airline users, the Civil Aviation Authority and the Departments of Trade and Prices and Consumer Protection.

The establishment of the working party follows the debate on the report stage of the Civil Aviation Bill when the Parliamentary Under-Secretary of State for Companies, Civil Aviation and Shipping said he would set up an examination of the sale of airline tickets at below authorised fares through the so-called bucket shops and consider ways of dealing with the problem.

HSE report on construction industry accidents

Two thousand men will be killed and a further 400 000 seriously injured in the construction industry in Britain over the next ten years unless there is a radical change in the effectiveness of accident prevention.

This prediction, is contained in a report 'Health and Safety: Construction 1976' published by the Health and Safety Executive. It is the executive's first report to be devoted entirely to health and safety in the construction industry – an industry which accounts for more deaths and serious injuries than any other in Britain. The report is available from HMSO price £1.50 plus postage.

The report reveals that in 1976 there was an increase in the number of reported accidents in the UK to 34 611 (34 161 in 1975) although the number of people killed fell to 154 (181 in 1975).

The report details a number of cases where successful prosecutions were taken against individuals but also refers to a number of instances where 'either careful forethought and planning by the contractor, or advice or other intervention by inspectors, have enabled difficult and potentially dangerous operations

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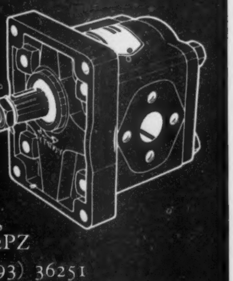

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the international warehouse and storage directory 1978

Announcing the publication of the INTERNATIONAL WAREHOUSE and STORAGE DIRECTORY 1978 – on sale 23rd March 1978. This directory, compiled with the vital assistance and 'know-how' of The National Association of Warehouse Keepers and the international journal 'Materials Handling News', obviously will quickly establish itself as an essential source of international information for all those seeking warehouse, storage and distribution facilities throughout the world.

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to be carried out with a high degree of success.

The report also examines some of the work being done by the Factory Inspectorate's construction central operations unit set up to, among other things, see why the industry had such a poor health and safety record and to explore the scope for new approaches to accident prevention.

The unit has looked at a number of medium-sized and large organisations in the industry and its findings confirm that 'failure to make real improvement lies in the way that some companies simply do not organise themselves to tackle the problems of hazards with enough determination and insight'.

Guidelines re-affirm NHS priorities

Annual planning guidelines issued to the National Health Service and local authorities re-affirm the priorities set out in 1976 and 1977: community support, primary care, prevention, services for children, the elderly and disabled, the mentally ill and mentally handicapped. David Ennals, Secretary of State for Social Services said that 'Although there was still a long way to go, there were some hopeful indications that the government was moving towards the priorities for the NHS set out in the consultative document of 1976, and in 'The Way Forward" issued last year.'

Mr Ennals said, 'We must continue to press on with the priorities we have identified – improving the care of children, the elderly, the mentally ill, the mentally handicapped and the physically handicapped and the general shift of emphasis to developing care in the community rather than in hospital or residential homes.'

Advisory body proposed for higher education

An independent national body to advise on the resources that should be made available for local authority-financed higher education and to decide on the allocation of national funds between local authorities and institutions is recommended in the 'Report of the Working Group on the Management of Higher Education' (Cmnd. 7130) published on 20 March by HMSO, price £1.35.

Gordon Oakes, Minister of State at the Department of Education and Science, who chaired the working group, said that the working group had concentrated on providing a framework for an improved management system of the maintained sector of higher education. Further work would need to be done before such a system can become fully operational and the government was now seeking the views of all those associated with this sector. The group was asking for comments within three months. If the final decision was in favour of the group's recommendations, the new system could come into operation in the early 1980s.

The report suggested that the independent body should be composed of representatives of local authorities, college staffs and management and of members representing the public interest. Its main functions would be to advise central government and local government on the total amount of resources to be devoted each year to local authority higher education establishments and to determine its distribution among authorities. It would also provide a means whereby in conjunction with the University Grants Committee a greater degree of coordination with the university sector might be achieved. Eight to 10 of its members would be nominated by the Secretary of State for Education and Science to provide, in particular, for representation of universities, schools and commerce and industry.

The report further suggests that nine new regional advisory councils should be established in England. These would not be regional branches of the national body but would be established by local education authorities to consider, promote, monitor and advise on the planning, coordination and development of public sector higher education, including initial, induction and in-service training of teachers, in each region.

Between 1954-55 and 1976-77 the number of full-time and sandwich students in the public sector of higher education in England and Wales rose from 34 000 to 215 000. The numbers by 1981-82 should be 219 000. The net running costs in 1976-77 at November 1976 prices of the polytechnics were about £227 million and of other further education advanced work about £167 million. In addition there was recurrent expenditure from public funds of about £46 million in 1976-77 in respect of the voluntary colleges of education.

Advanced ground transport prospects to be reviewed by working group

The future relevance and market potential for advanced ground transport both in UK and overseas, taking account of present achievements and future potential of other technologies, is to be reviewed for the government be a working group under the chairmanship of Dr A. H. Chilver, vice-chancellor of Cranfield Institute of Technology. The group has been set up by the Planning and Transport Research Advisory Council (Patrac). This was announced by William Rodgers, Secretary of State for Transport in answer to a parliamentary question on 21 March.

The group will also consider the current state-of-the-art and future potential of new technology in AGT and will report annually to the council reviewing policy of government support for AGT research and development. Mr Rodgers said that the group proposed to make its first annual report to the council early in 1979. The council reported annually to ministers in the spring, and these reports were published in the Department of Transport's annual R and D report.

In determining policy towards AGT, there are two aspects to be considered: the market and the technology. The group's task is to identify the moment at which developments in these two areas justify investment in the development of new AGT systems.

To help it in its task, the group will be receiving six-monthly reports from British Rail as a result of a contract which the department has placed with BR. This requires them to keep a watching brief on both the technology and the market.

The group stems from a report of the Select Committee on Science and Technology issued in July 1976. The committee's findings included the recommendation that the Secretary of State for Transport should make regular reports to parliament on developments in the AGT field and that the department should establish a permanent committee to maintain a watching brief over the development of the technology and the market.

The government decided to make use of existing machinery and in a white paper invited Patrac to review the subject annually; the council had always been kept abreast of developments in the field of AGT. In accepting the government's invitation, the council decided that it would need the advice of a working group.

The white paper announced that the Science Research Council had undertaken to support basic research on AGT to the tune of £200,000 a year.

The SRC's AGT panel has the task of determining the UK's basic research programme in this area and two of the working group's members, Professor Eastham and Mr Wickens, are also members of the SRC's AGT panel.

Regional variations in inquiries to EQAS

An analysis of the 700 or so phone inquiries received since the Energy Quick Advice Service (EQAS) was launched five months ago has shown a marked regional variation.

The analysis shows, for example, that inquiries from the London and south eastern region totalled 112, but only five inquiries have come from Wales. In some cases the less industrialised areas have shown more interest in the scheme than the big conurbations – east Anglia, for instance, has accounted for 46 calls, while only 19 have been received from the north east.

The service was introduced by the Department of Energy last September to help industry, commerce and the public sector to obtain as quickly as possible answers to questions about the use of energy in industry and in the building services field. EQAS employs consultants, and the Post Office' Freefone telephone system is used.

Ice cream reporting period extended for MMC

Following representations from the Monopolies and Mergers Commission that their report on the supply of ice cream and water ices in the United Kingdom cannot be completed by 14 April 1978, the date specified in the reference, Roy Hattersley, Secretary of State for Prices and Consumer Protection, has given a direction which allows the commission an extended period to 31 December 1978 for the purpose of reporting on the reference.

Area in Out Skerries designated restricted

The Secretary of State for Trade proposes to make an order, under the Protection of Wrecks Act 1973, designating as a restricted area all within 250 m of the site in the South Mouth of the Out Skerries, Shetland Isles, where a vessel of historic interest is believed to lie wrecked on the seabed at Latitude 60° 25′ 12″N Longitude 0° 45′ 0″W. Any part of that area which lies above high water-mark of ordinary spring tides will, however, be excluded for the purposes of the order.

After the order is made and comes into effect it will be an offence within this area to interfere with the wreck or to carry out diving or salvage operations without the authority of a licence granted by the secretary of state. If any person or body wishes to make representations about the proposal to make this order they should write to the Department of Trade, Marine Division, Branch 1C, 90-93 High Holborn, London WC1V 6LP by 21 April.

Domestic air fares up

Increases of between 5 per cent and 12½ per cent on one-way and excursion return air fares in the United Kingdom with effect from 1 April 1978, and an average 5 per cent on inclusive tour fares with effect from 1 November 1978 have been approved by the Civil Aviation Authority. Varying amounts of up to £1 per route are also to be added as a result of airports passing on the proposed aviation security levy.

19 March 1978 for travel after the appropriate date, and follow applications by the UK domestic airlines which were the subject of public hearings on 22 to 24 February. The authority welcomed the development that on this occasion the applications were in general for increases lower than those considered at the last hearing. In general the authority considered the increases were justified, and within the limits of the government price code. On certain routes the authority did not accept that the increases sought were justified and the applications have either been refused or lower increases have been approved than were applied for.

Examples of the new fares

	Present fare	From 1.4.78
	£	£
LONDON-GLASGOW, EDINBURGH, PRESTWICK		
Tourist one-way	30.00	33.00
Shuttle standby	16.00	18.50
Apex (Gatwick only)	—	44.30
LONDON-BELFAST		
Tourist one-way (Heathrow)	30.00	33.00
Tourist one-way (Gatwick)	27.00	30.00

Workshop encourages small firms

Shopkeepers and businessmen in Woodspring were encouraged to expand and create new employment opportunities by Woodspring District Council who, in collaboration with the Department of Industry, held a one-day Small Firms Workshop on Monday, 20 March in Weston-super-Mare.

They were able to discuss informally any difficulties affecting the growth of their firms with representatives of the Bristol-based Small Firms' Information Centre and Small Firms' Counselling Service, the British Overseas Trade Board, Council for Small Industries in Rural Areas, the Bristol Chamber of Commerce and the Bristol and West of England Engineering Manufacturers' Association.

Merger proposals cleared

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before him, not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

Cavenham Ltd and Alliance Property Holdings Ltd and Evon SA and Argyle Securities Ltd.

Trafalgar House Ltd and Young, Austen and Young Ltd.

Cadbury Schweppes USA Inc and Peter Paul Inc.

Lloyds and Scottish Ltd acquisition of a 50 per cent interest in Raleigh Industries (Gradual Payments) Ltd.

Government sales

Sales by auction

15 April 1978 – Furniture

Location
Ordnance Support Unit, Catterick Garrison, N. Yorkshire

Auctioneers
Bartle and Son (Dept L), 1a Bridge Street, Tadcaster, N. Yorks (0937 835303)

The sale consists of mainly small or single item lots of furniture. Catalogue price 20p, postage 10p.

20 April 1978 – Miscellaneous

Location
Golden Lion Hotel, King Street, Stirling

Auctioneers
Dixon and Wallace (Dept L), Bank Buildings, Graham Square, Glasgow G31 1AW (041-554 2447)

The stores are lying at various depots in Scotland and include vehicles, tools, engineering equipment, clothing, textiles, furniture and other items.

Catalogues, which give details of the lots, conditions of sale, viewing times etc, are available from the auctioneers from two weeks before and up to the day of the sale.

WEMBLEY AUCTION SALES 1978

4 April 1978

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Service Agency Supplies Stores India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
Description of Goods:	Office and Miscellaneous furniture etc.
Auctioneers:	Messrs. Hollingsworths Westcombe House 56/58 Whitcomb Street Leicester Square London WC2H 7DR Tel. 01-839 1875

Potential buyers are advised to refer to the official catalogue available direct from the auctioneers price 10p

Patents endorsed 'licences of right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'licences of right' on the date specified.

10 March 1978

1403143 Chinoin Gyogyszer es Vegyeszeti Termekek Gyara Rt
Process for the preparation of heptamethyleneimine
1454312 Chinoin Gyogyszer es Vegyeszeti Termekek Gyara Rt
4-oxo-6, 7, 8, 9-tetrahydropyrido (1, 2-a) pyrimidine derivatives, methods for their preparation and compositions containing them
1460057 Chinoin Gyogyszer es Vegyeszeti Termekek Gyara Rt
Preparation of carbamates
1353775 Otto Alfred Becker
Welding parts carrying a metal coating
1366503 Otto Alfred Becker
Composite load-bearing structural member
1375806 Laboratoires Jacques Logeais
Improvements in or relating to therapeutic composition containing 1-(2-hydroxy-2-indanyl)-propylamine
1383199 Paul Jordan
Board game simulating golf
1434597 Westinghouse Brake and Signal Company Limited
Electric drives
1441964 Armitage Shanks Group Limited
Improvements relating to ablutionary appliances
1467027 Giuseppe Giammarco and Paolo Giammarco
Removal of impurities from gaseous mixtures and the regeneration of absorbent solutions used therefor
1468611 Nippon Victor Kabushiki Kaisha
Multi channel record disc reproducing system
1469497 Agfa-Gevaert Aktiengesellschaft
Flash lamp units
1479871 BBC Brown Boveri and Company Limited
Permanent magnetic material which contains rare earth metals, especially neodymium, and cobalt, process for its production and use

Correction: 23 February 1978
Patent number **1169301** granted to **The Post Office** should read:
1189301 The Post Office
Improvements in or relating to continuous pay-out devices for wire and the like

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patent form no. 45 within two months after the date of endorsement.

I. J. G. Davies, Comptroller

North Sea oil should strengthen economy and society – Prime Minister

Benefits from the revenue from North Sea oil will be concentrated in four broad areas said the Prime Minister, James Callaghan on 21 March.

Presenting the white paper 'The Challenge of North Sea oil' to parliament he said that first there should be more resources for industrial investment to re-equip Britain's industries so that they can meet the competition of the next two decades and create new jobs. The full value of such new investment would only be realised if it was coupled with higher productivity to enable the UK to compete successfully in the world.

Mr Callaghan said the government had an important role to play through the system of investment incentives, selective assistance and the work of the National Enterprise Board and development agencies. Most of the new investment would be financed by industry itself through the renewed confidence that resulted from greater economic stability so maintaining a steady and consistent growth in the economy.

Second, he said, the funds devoted to energy conservation and to new energy investment would be increased to enable Britain's immensely valuable coal reserves, nuclear and other energy sources to be ready for the time when the flow of oil diminishes.

Third, the government would reduce the level of personal taxation and so increase take home pay and work incentives.

Fourth, the standard of certain essential services would be improved, the inner cities rebuilt, more people trained and re-trained, to equip them with the necessary industrial skills and improved social services.

Mr Callaghan had said that North Sea oil would make Britain independent of imported energy for the next decade or more. The rate at which it was pumped ashore would help determine the time the oil will last. Agreements that had been already made governed this policy for the next few years, but there would be important decisions to be taken to determine depletion policies of the 1980s and 1990s.

The oil would increase Britain's resources in three ways Mr Callaghan said. It would increase the UK's national income by about £6 billion a year by the mid-1980s. Second, it would help the balance of payments by about £8 billion to £9 billion a year by the mid-1980s. Third, North Sea oil would in future add substantially to the national revenues. It was estimated that the total revenue yield from the North Sea, including gas, would approach £4 billion a year by the mid-1980s.

He said that in considering how best these benefits should be used, the government had been conscious above all that the oil was a valuable but temporary bonus. It would last for many years but not indefinitely. 'Our objective is that when the yield begins to decline the British economy and British society will have been strengthened by its use and not weakened.'

Separate fund

Mr Callaghan said the government had very carefully considered a proposal to create a separate fund for North Sea oil revenues and expenditure. On the surface it was an attractive idea but for the reasons explained in the white paper the government had concluded that there was no satisfactory way of separating and identifying the public spending or the tax reliefs specifically made possible by North Sea oil.

The government would, however, present to parliament an annual progress report showing how the priorities set out in the white paper were being observed, and setting out the revenues received.

Mr Callaghan summed up, 'the government's purpose is to use the proceeds of North Sea oil to strengthen the country's industrial and social base, and to bring to fulfilment the national recovery that has already begun.'

The challenge of North Sea oil: the government's response

In its white paper, the 'Challenge of North Sea oil', the government says that oil will provide a unique opportunity for Britain to improve her economic performance, raise living standards, move forward to full employment and develop a socially just society. North Sea oil, the white paper says, presents the country with a great challenge not a panacea. How the government proposes to tackle this challenge is set out in the following extracts from the white paper.

Why not a quick improvement in living standards?

It would be all too easy for governments to use the extra revenue simply to finance a quick improvement in living standards through tax reductions and increased social benefits to an extent which would leave insufficient room for increased productive investment. Such a policy would involve clear and unacceptable dangers. First, it would entail balance of payments risks, making higher living standards difficult to sustain in the longer term. Second, we would have done little to develop new sources of energy to replace declining output of North Sea oil. Third, we could well find, as the flow of oil starts to slow down, that too little had been done to improve our industrial efficiency and our general economic performance.

It would be wrong to spend the benefits of North Sea oil in this way. It will be recalled that a useful balance of payments surplus was built up in 1969–70; but this was rapidly dissipated in a short-lived consumer boom in the early seventies leaving no permanent improvement in our economy. It would be a tragedy for the nation if such irresponsible waste were to be repeated in relation to North Sea oil.

How much will the oil be worth?

We can look at the benefit in three different ways – the increase in the national income, the increase in government revenue, and the improvement to the balance of payments. Assuming that the real price of oil remains unchanged, and valuing the benefits at 1977 prices:

1 It will increase our national income, the gross national product. The United Kingdom income arising directly from oil production in the North Sea is expected by 1980 to be about £4½ billion (at 1977 prices) or rather more than 3 per cent of present gnp. By the mid-1980s, this direct contribution should rise to about £6 billion a year.

2 It will contribute to government revenue. To start with, receipts will be small, because development costs will be set against profits. But later on they will become quite a substantial source of revenue. Estimates for the mid-1980s (referring to both oil and gas production) suggest a total yield of approaching £4 billion (at 1977 prices).

3 It will help the balance of payments. Just how large this benefit will be depends very much on the use we make of the opportunities it creates. Estimates of the potential gain have been made on the assumption that neither the exchange rate nor the level of domestic activity is affected. On those assumptions the total balance of payments will be better than it would otherwise have been by about £5½ billion in 1980 (at 1977 prices) and about £8 billion or £9 billion in the mid-1980s.

We must keep these gains in perspective. As these figures show, North Sea oil represents only a relatively small addition to our total national resources, but it adds substantially to government revenue, and it is a major help to our balance of payments. These benefits will be at their height for a decade or so; thereafter, they are likely to decline and we may become net oil importers again in the 1990s. So the question is how we use this once-and-for-all opportunity to build on the policies which the government is already pursuing to strengthen the British economy fundamentally.

Public spending and public investment

There are those who argue that the fruits of that growth should go entirely to private consumption. For the reasons given above, the government rejects that view. In a complex, modern society, both public and private spending have a part to play, each supplementing the contribution of the other in our mixed economy . . .

The government will need to pay particular attention to the problem of ensuring that more jobs are available. The process of modernising our manufacturing industry and the introduction of new technology can often mean fewer jobs rather than more in particular plants and processes. On the other hand if our manufacturing industry is internationally competitive, it should be able at least to maintain if not increase overall levels of employment; and many new jobs should become available in the service sector, including the public services.

The government intends to retain a firm control over public expenditure so that it does not absorb too high a proportion of the nation's resources . . .

The investment plans of the nationalised industries will need to match the expansion of the economy: expenditure on essential communications, docks; harbours, etc, must keep pace.

The problem of our inner cities is also urgent. The government is already giving priority to a new strategy for reinvigorating the inner areas of our big cities . . . An important task will be the renewal of the social fabric – run-down houses, hospitals and schools – whose decay is characteristic of the urban deprivation experienced in such zones.

We shall also need a more ambitious programme of education, training and retraining to develop industrial and commercial skills in our working population . . .

Why no separate fund?

The government has carefully considered whether it could . . . set up a separate fund into which part or all of the revenues would be paid, and from which money would only be used to finance special projects which match these priorities. At first sight such a fund would have many attractions since it would seem the clearest way of demonstrating our intentions and ensuring that those revenues could not be diverted to other purposes.

After much consideration the government have concluded that it is not practicable to do things in this way. The difference is between attempting a prior allocation (which is what a fund implies) and rendering an account of how the North Sea resources have helped the nation to achieve its economic objectives.

A fund would mean providing for a fixed sum to be spent in specific priority areas separate from and additional to the government's main public expenditure programmes. In many cases these areas would overlap. Expenditure financed from a fund would by definition be of lower priority than the basic spending in the main programmes and, were the government to have one set of priorities for fund revenues and another for the rest of its programmes, there would be a risk of confusion and misallocation of national resources.

In the belief that it is essential that both government and parliament should be able to apply their judgments of priorities across the totality of public expenditure and taxation the government has therefore decided that the best national use of North Sea revenues will be achieved if they are accommodated within the existing system of forward financial planning . . . As revenues from the North Sea increase to approaching £4 billion a year in the mid-1980s the additional revenues will be taken into account in determining the annual updating of spending programmes. Without these revenues either public expenditure would be lower, or taxation higher, or both.

For these reasons, the government has decided that the right course is to present an annual progress report giving details of the revenues received from North Sea oil in addition to other sources of revenue and of the effect of their application to further the objectives of this white paper. The government believes that this will be more meaningful than setting up a development fund which would either be largely cosmetic or have the effect of undesirably separating the decisions that will have to be taken.

How will the income be used?

The government's general policies will be designed to create the conditions in which its plans for the sensible use of North Sea revenues can best be achieved.

First, the government aims to promote the expansion of economic demand and activity, and get the economy moving forward to full employment. This will be much easier to do if other major industrial countries take similar expansionary action; and the government will continue – as it did in 1977 – to urge on other major countries the need for effective action to bring the world economy out of the present recession. But . . . the United Kingdom can take advantage of its improving economic position to start expanding the economy through appropriate fiscal and monetary policies. In doing this the government will do everything it can to ensure that the exchange rate leaves industry competitive in terms of price and is compatible with the aim of returning to full employment.

Second, it is important that, in the process of expansion, we maintain and improve the international competitiveness of our industries . . . A crucial requirement for such an improvement in our competitiveness is to retain the upper hand in the battle against inflation . . . Furthermore, with the flow of oil benefiting the balance of payments by up to £8 to 9 billion a year (at 1977 prices), the market rate for sterling may be stronger than would otherwise be justified by the underlying competitive position of United Kingdom industry. Consequently, it will be even more vital than before to attack the problem of competitiveness at its roots. The government's emphasis on the United Kingdom's industrial performance – keeping down the costs of production – is intended to do this.

Third, industrial efficiency goes beyond price competitiveness, and this is why the government intends . . . to give industry first priority in the whole range of its policies . . .

Fourth, a new approach to industrial relations will also be required: one which replaces attitudes of confrontation with democratic participation . . . the government will continue with its efforts to promote industrial democracy in both the private and public sectors. Without the active and sustained co-operation of the workforce, it will be impossible to achieve continuity of production, realistic manning levels, prompt delivery and quality control. These factors are crucial in winning markets and improving production; and unless we strengthen these aspects of our manufacturing performance, no amount of investment will be enough.

Fifth, the government aims to provide as much stability as possible in its economic policies and measures . . .

Investment in industry

Substantial increases in investment will be essential if the strategy is to succeed. To raise productivity and to create new jobs will require a quite different scale and much higher quality of industrial investment and output than we have seen since the war in a number of industries.

North Sea oil gives us greater freedom of manoeuvre to meet [the] needs of industry. With less constraint from the balance of payments, we can use this freedom to pursue policies which offer the prospect of steadier growth of demand at higher levels than would otherwise have been possible . . . As the recovery proceeds, more caution will be needed, to ensure that resources which, on a longer term view, should be devoted to industrial investment and infrastructure, are not pre-empted, as has often happened in the past, by unsustainable increases in consumption.

Investment can be planned and executed only within industry itself. But in partnership with both sides of industry, there are ways in which the government can help directly. For a start, the government can guarantee a stable framework of assistance. Although Britain's system of general investment incentives is already comprehensive and generous, the availability of North Sea revenues brings an important extra dimension . . . Without assurance of stability, much of the incentive value of the system may be lost – particularly for those parts of industry which need time, persistence and resources to develop appropriate high investment strategies.

North Sea revenues will also allow an expansion of selective assistance . . .

The National Enterprise Board together with the Scottish, Welsh and Northern Ireland development agencies, will continue to play a vital role in the selective promotion of worthwhile investment – either directly, or in partnership with private industry . . .

The tripartite industrial strategy points the way forward by steadily building up, sector by sector, a detailed picture of the opportunities ahead and the action needed to seize them . . . The government will do everything possible to further the industrial strategy through the sector working parties and to encourage the firms and unions concerned to see that the conclusions of the working parties are translated into positive action in the board room and on the shop floor . . .

Regional policy

The government intends that some part of the North Sea oil revenues should be used to tackle the long-standing problems of Scotland and other assisted areas . . . The emphasis will be on projects or schemes aimed at the expansion of industry in these regions and on ensuring that they are well placed to benefit from the industrial strategy. This will require not only funds for industrial investment, but expenditure on improved infrastructure, particularly in tackling the deep-seated problems of the special development areas, thereby creating conditions for growth, high employment and an improved quality of life.

Energy

Two particular areas where the government intends to use the oil revenues to enable more to be done than would otherwise have been the case concern the production and conservation of energy itself.

The first is investment in alternative energy sources to meet the needs of our economy in the medium-term and then to assure our supplies when North Sea oil and gas begin to run out . . .

Investment in new energy sources will therefore be needed if our supply objectives are to be met. Our main need will be for very substantial investments in conventional energy sources – coal, gas, oil and nuclear power. But in addition to these investments in conventional energy, we shall require a growing expenditure on new and unconventional sources of fuel supply . . . To meet all these needs we shall have to intensify our research and development efforts over a wide area including fundamental work in the physical and earth sciences.

Directly linked with this is the need for more energy conservation. Conservation policies have saved us approximately £2,000 million over the last four years: and new policies announced at the end of 1977 aim at an annual saving of 10 million tonnes of oil equivalent worth some £700 million . . . Further development of energy conservation measures will therefore be an integral part of energy policy, both to reduce costs and to provide more time to develop and introduce the technologies that must ultimately replace existing fuels. A long-term conservation strategy may well need to include measures other than public investment, such as pricing policies or fiscal action . . . The government's aim will be to achieve the maximum savings and energy use which can be economically justified.

Tax reductions

The government sees scope for a considerable reduction in taxation in the next few years. However, a programme of major tax reductions, with no direct provision for any expansion in the economy's productive base, might increase national living standards only temporarily . . . But unless accompanied by other permanent improvements in our economy, expansion of consumer demand might well benefit foreign rather than domestic suppliers and would not be sustainable in the long run.

In the government's view, increases in investment and in living standards are mutually reinforcing. With the investment strategy revitalising the United Kingdom's economic performance, faster economic growth will enable the government to continue with its programme of reducing the burden of personal taxation. This would not only improve work incentives, strengthening the economic recovery and making a return to full employment easier; it will also ensure that real take-home pay can be increased without inflationary rises in money wages, thereby reducing labour costs and improving competitiveness.

BSC programmed for modernisation and viability

The British Steel Corporation's losses result from the worst crisis in the world steel industry for over 40 years and one in which its overseas competitors are suffering in common with the corporation. The government's study in depth of the medium and longer-term position of the corporation has now been completed, after consultations with the corporation and the TUC steel committee. Account was also taken of the reports of the Select Committee on Nationalised Industries. The government's conclusions, which are set out in a white paper[1], were presented to parliament on 22 March by Eric Varley, Secretary of State for Industry.

A modern steel industry was vital to an industrial nation, explained Mr Varley. The government would therefore ensure that a substantial bulk steel making capacity was available in this country. The corporation played a key role in supplying our manufacturing industries with the major part of their steel requirements which had to continue.

He said that the government's examination had shown that the present world surplus of steel would last for many years and that the sales opportunities for the corporation, both at home and overseas, on which the 10-year development strategy of February 1973 was based, were no longer realistic even on the most optimistic assumptions. In present market conditions, the corporation had substantial over-capacity. In the next few years considerable additional capacity would become available from large modernisation and expansion schemes already close to completion. A sufficient margin was essential to supply home and export needs when the world economy moved out of recession, and to provide for the unforeseen eventualities which had persistently invalidated previous forecasts. But neither the corporation nor the country could afford the cost of the mounting overcapacity that would result from unchanged policies.

Accordingly, the corporation had proposed and the government had agreed the following policies, he stated:

☐ Modernisation and expansion projects already approaching completion had to be finished; for example Redcar II B and Ravenscraig III.

☐ Substantial investment to improve product quality and so ensure competitiveness in the 1980s had to continue. Subject to the conditions in the white paper, the corporation hoped to make a start on the installation of continuous casting facilities at Port Talbot in 1978-79.

☐ The government had approved a proposed capital investment programme for the corporation for the year 1978-79 at out-turn prices of £500 million. For the year 1978-80, subject to the normal annual review, there would be, again at out-turn prices, a further £500 million.

☐ There was no case at present for new starts on increased steelmaking capacity, so the proposed expansion in capacity at Port Talbot and the construction of electric-arc plants at Shelton, Hunterston and Ravenscraig had to be deferred until demand forecasts improved sufficiently to justify their construction.

☐ The major and costly new mill projects for hot rolled coil at Port Talbot, plate at Teesside and tinplate in South Wales had similarly to be deferred.

For the corporation to achieve financial viability, it was necessary for capacity to move more into line with demand. The government had therefore accepted that the corporation should seek to negotiate the closures in 1978-79 of high cost plants, in particular the Beswick review plants, in close consultation with the TUC steel committee and the local workforces. Terms had already been agreed for the closure of the Clyde Iron Works, the Hartlepool Steelworks and the East Moors Steelworks.

The government would seek to ensure that everything practical was done to provide alternative employment in the areas affected by steelmaking closures. For its part, the corporation would intensify its efforts in this direction, through its subsidiary BSC (Industry).

Special measures proposed at Hartlepool and East Moors were detailed in the white paper. The Scottish Development Agency was already taking all practical measures to assist employment in the area affected by the closure of the Clyde iron works. The government would announce any necessary remedial measures at other plants when closure dates have been negotiated by the corporation, said Mr Varley.

The government's present view was that further rationalisation would be necessary after 1978-79. However, both the government and the corporation favoured a step by step approach which would retain flexibility to adapt to developments in the market.

In facing serious financial problems, the corporation was not alone amongst the world steel industries. It would need a substantial capital reconstruction at a reasonably early date. This would not affect its overseas loans which would be serviced and repaid on the due dates. In the present uncertainty in the steel market, it was very difficult to determine the precise size and nature of the reconstruction needed to produce a viable long-term capital structure.

Pending that reconstruction, and in place of further advances from the national loans fund and of public dividend capital on the present criterion, the government would meet the corporation's financial requirements (other than short-term) by subscription of equity capital under section 18(1) of the Iron and Steel Act 1975. These requirements included finance for capital investment, meeting obligations under national loan fund and other loans, and covering the deficit expected to arise before reconstruction. The corporation would continue to make short-term borrowings under section 16 of the act within the ceiling determined by the government.

Mr Varley made it clear that he would require all new capital subscribed from 1 April to be properly remunerated by dividends after the reconstruction. It would be premature to fix a minimum dividend requirement at this stage. He would shortly present legislation to raise the borrowing limit for the corporation. The government would continue to determine the corporation's cash limit on a year by year basis and would take into account its physical and financial progress. For 1978-79 the cash limit would be £875 million.

The funds required by the corporation inevitably placed a heavy burden on the public purse and diverted resources from other desirable objectives. This could only be justified, said Mr Varley, if both management and workforce could show they were taking the steps necessary to achieve the lasting viability and international competitiveness, which were the government's firm objectives. The government were determined to give full, sustained and public support to steps to achieve improved productivity in the corporation and would continue to promote this with both its management and the TUC steel committee.

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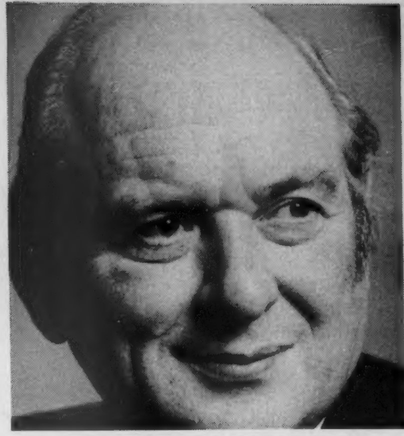
[1] 'British Steel Corporation: the road to viability', Cmnd. 7149, HMSO, price 35p.

Finance for technology

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance. NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere. NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance. The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London SW1H 0ET, or by telephoning 01-828 3400.

W. Midlands industry responds to government aid



Government assistance was not generally available to firms in the West Midlands until 1975. Albert George, the Department of Industry's West Midlands regional director, explains how industrialists in the region have seized the chances of financial assistance now offered by the department and looks at five companies which have made a success of the help received.

Until three years ago industrialists in the West Midlands, with the exception of the relatively few located in the Oswestry intermediate area in Salop or engaged in the wool textile industry, were ineligible for any financial assistance from the government unless they had a unit in one of the assisted areas or assistance was needed to prevent the collapse of a company of national importance. Three years ago, in his budget speech of 15 April 1975, the Chancellor of the Exchequer announced two schemes of selective financial assistance applicable to companies throughout the UK, and these were brought into operation during the following months.

Accelerated projects scheme

The larger of these was the accelerated projects scheme. Intended as an anti-cyclical measure, this scheme provided grants at rates which were to be negotiated in each case but which averaged 12½ per cent of total estimated project cost, including incremental requirements of working capital. The main features of the scheme were that projects had to be significant and cost more than £½ million; projects and applicants had to be commercially sound; applicants had to demonstrate to the department's satisfaction that without government assistance the project would not go ahead as soon as with assistance; and a physical start on the project had to be made by 30 September 1976.

Throughout the country 118 offers of assistance were made under this scheme. Of these 28 were for West Midlands projects. This was nearly a quarter of the national total, though in terms of the value of offers the West Midlands total was just over 10 per cent, because there were in other regions several very large projects in types of industry needing to be located on or near the coast. Even so, grants of £8¾ million were offered for the West Midlands in respect of projects costing nearly £80 million – projects which by definition would not have been carried out until later, if at all. These have covered a diverse range of industries including pottery and glass, metal manufacture, mechanical and electrical engineering and vehicle components.

Sectoral industry schemes

The other scheme announced in April 1975 was the ferrous foundry industry scheme, which aroused a great deal of interest in the West Midlands. By 31 January 1978, 75 offers to an aggregate value of over £14½ million had been made to companies in the region for projects expected to cost over £46½ million. The scheme closed on 31 December 1976.

Later in 1975 two more sectoral industry schemes were introduced, for the machine tool and clothing industries. Both have aroused substantial interest in the West Midlands: both closed for applications on 31 December 1977.

There was a very sharp increase in applications during the last months of these schemes, and many applications are still being examined. By the end of January, however, West Midlands companies had received offers of about £1¾ million under these two schemes, and there are many more applications in hand.

Selective investment scheme

The accelerated projects scheme had been so successful that the government decided to introduce a successor – the selective investment scheme (see *Trade and Industry* 24 February 1978, page 402). To qualify for assistance a project must normally have forecast costs of at least £½ million, including additional working capital requirements; the project must be commercially viable and shown to result in a significant improvement in performance; and the company must satisfy the Department of Industry that it would not have undertaken the project on the basis proposed – in relation to its nature, scale or timing – in the absence of government assistance. By 31 January offers had been made in respect of 10 projects in the West Midlands, about a quarter of the national total, and by this month about 30 more applications were still being appraised.

Applications under the selective investment scheme may be made until 30 June and I expect several more to be made by West Midlands companies. There is a constant flow of applications and the earlier applications are made the better for both the company and for the department's administration of the scheme.

Sectoral industry schemes: closing dates

Paper and board	30 June 1978
Electronic components	31 July 1978
Non ferrous foundry	31 July 1978
Redmeat slaughterhouse	30 November 1978
Drop forging	31 December 1978
Instrumentation and automation	30 April 1979

Beneficiaries in W. Midlands

By 31 January, 185 offers had been made in the West Midlands in schemes operated under section 8 of the Industry Act 1972 as shown in the table below. The total amount of assistance offered in respect of projects in the region was over £31½ million, and the associated project costs amounted to nearly £180 million. Although of course industry still has to provide the lion's share of the finance required, West Midlands industry has responded effectively to these incentives.

Beneficiaries from the schemes in the region are located in all five counties, both in small rural centres and in the conurbations. While the recipients of grants under the accelerated projects scheme and the selective investment scheme have all been large companies, the beneficiaries of grants under some of the sectoral industry schemes have been small firms – not merely within the definition of the Bolton committee, but some employing as few as about 20 people. This undermines the criticism that these schemes are designed to prevent small firms from being eligible.

I think it is worth pointing out that for the purposes of the schemes the minimum project cost does not refer to the cost of a single building or a single item of plant or machinery, but to the aggregate cost of a coherent project comprising a number of elements and intended to be undertaken during a period defined for each scheme, usually extending to 18 months or more after the closing date for applications. Minimum project costs are set, in relation to each industry, at such a level as to avoid undue administrative burdens while providing a figure which is realistic in today's conditions: one does not buy much plant, nor obtain a very big building, for £50,000.

Selective financial assistance to the West Midlands

SECTION 8, INDUSTRY ACT 1972, AT 31 JANUARY 1978 (excluding rescue cases)

	Number of offers	Value of offers £000	Total project cost £ million
Accelerated projects	28	8 778	79.4
Selective investment	10	2 998	26.3
Wool textile	3	261	1.1
Machine tool	26	1 493	7.5
Ferrous foundry	75	14 645	46.6
Non-ferrous foundry	16	1 910	8.2
Red meat	7	509	5.2
Clothing industry	16	268	0.5
Paper and board Textile machinery Poultry meat [1]	4	733	3.4

[1] Grouped for reasons of confidentiality.

Five successful applications

West Midlands industry has already received substantial offers of assistance under these schemes: some examples of successful applications are described below. There are opportunities for West Midlands industry to submit a good many more applications before the closing dates.

Warehouse project accelerated

W. Canning Ltd, a very old-established Birmingham company, is engaged in the manufacture and sale of plant, materials and chemicals for use in the metal finishing trades. It is perhaps best known as a supplier of goods for plating and polishing. The company applied for and was offered a grant of £125,000 under the accelerated projects scheme to help with the building of a new warehouse.

Because of its long history and continued expansion the company's activities have had to be spread among a number of separate factories and warehouses, some of which are at inconvenient locations where traffic congestion both affects, and arises from, the company's activities. Moreover, efficiency in distribution has been severely reduced because stores have been scattered.

The company therefore planned to undertake a project, to cost over £1 million, to build an extension to one of the manufacturing divisions to provide more space for assembly and testing of large products, and to construct a new warehouse on a new site. The warehouse would enable the company to centralise stocks and overcome the problems of physical fragmentation; provide acceptable access for large vehicles; facilitate grouping of goods of many kinds; permit a reduction in the vehicle fleet by use of a type of lorry (new to the company) with demountable back; provide improved security; and concentrate on one site, with easier stock control by a computerised system, the activities of order, stock control and transport departments.

The project was clearly desirable, but it would not have been possible to start it for some time because of the lack of finance. The company applied for assistance under the accelerated projects scheme and was offered a grant of £125,000. As a result it was able to start physical work on the project before 30 September 1976. The warehouse has now been completed.

Plant replaced at ferrous foundry

Henley Foundries Ltd, a member of the GEC Group, produces grey iron castings for incorporation in electrical machinery, domestic appliances and water pumps. Castings are produced by sand moulding in a variety of techniques from traditional floor moulding through mechanised moulding to semi-automatic plant.

In order to offer continuity of supply to customers and continuity of employment to employees, the company prepared a long-term plan for the gradual replacement of the existing plant, at a cost forecast to be about £932,000. The department offered a grant of £232,500 under the ferrous foundry industry scheme.

Good progress has been made with the first phase of the project. The first stage of a new sand plant has been completed, and continuity of sand supply to the related area of the foundry has been assured with some spare capacity for increasing demands in the future. The conventional cupola plant was replaced by new twin blast units effectively reducing the requirements for melting from two cupolas daily to one.

The installation of twin blast units has resulted in a reduction in total energy requirements in the form of oil and metallurgical coke, and in the creation of metal availability to meet expected future requirements. They form the first few pieces in a jigsaw which will not be completed for some years. The full effect of the improvements will be felt only when the entire project has been completed.

Valve foundry capacity and productivity improved

Serck Audco Ltd, a member of the Serck Group and engaged in the manufacture of valves, has its own in-house foundry at Newport (Salop) where castings are produced by greensand moulding and shell moulding.

In order to increase its capacity and improve its efficiency, the company designed a project to modernise the greensand moulding equipment, to develop the airset sand process to replace the very noisy jolt/rollover machines, and to instal an electric melting furnace. With some ancillary items the project was expected to cost about £316,000. The department has offered a grant of £73,350 under the ferrous foundry industry scheme.

Work has not yet been completed, but progress has been satisfactory and has resulted in a reduction in noise from the previous high levels and in the physical effort needed to move moulding boxes. There has also been an improvement in productivity and in mould stability so raising the quality of the castings. The project forms part of a continuing programme of modernisation and improvement being carried out by the company.

Friction welding machine tool beats export competition

Thompson Friction Welding, the Wolverhampton based unit of Clarke Chapman Ltd, has since the early 1960s been involved in research and development of the friction welding process, which utilises heat generated by rotating one component against another under pressure to form a high integrity full face weld.

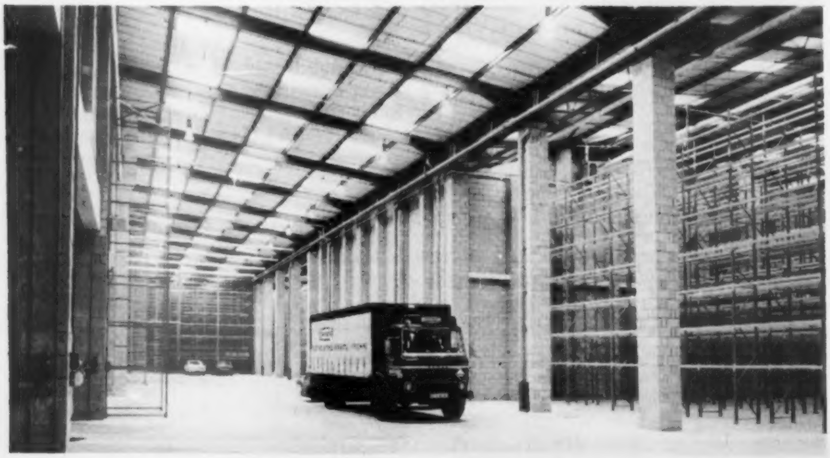
In the past the main customers for the company's products have been in the automotive industry which is expected to continue to provide a steady stream of machine orders. Deeply engaged in export business, 80 per cent of the company's order intake is destined for export markets, and customers include many of the best known manufacturers in Europe, America and Asia.

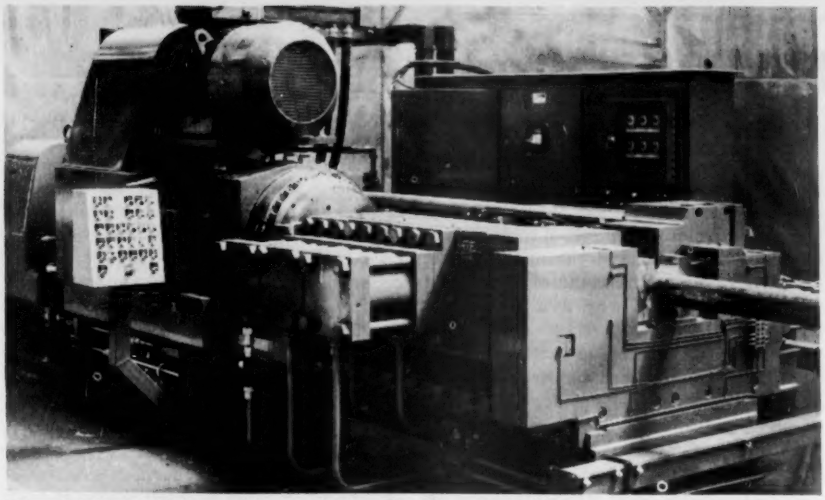
In recent years, however, TFW has undertaken a good deal of research and development work on other applications for friction welding. One of the most fruitful of these new markets has been the oilfield equipment industry where friction welding is now becoming widely used for joining tool-joints to drill-pipe. In order to meet the stringent requirements of this market it was recognised that a new friction welding machine design would be necessary. It was to this end that the company applied for assistance under the machine tool industry scheme. The department has offered a grant of £145,450 in respect of a project expected to cost £671,600.

The Thompson model '250' is claimed to be the largest friction welding machine of its kind in the world. Using concepts that have been tried and tested on a smaller scale it is designed as a natural extension of the company's range of friction welding machines.

The sheer size of this machine and the very large forces developed by it presented their own problems, all of which have now been solved. For example, instead of placing a heavy stop behind the fixed component to counter the forge loads of up to 250 tons, the TFW machine grips the component with up to three very powerful 'forge' clamps. This has made possible a drill pipe welding machine 10 metres shorter than those of European and Japanese competitors. An important feature is the profile of the clamp jaws which do not mark the drill pipe despite the large gripping forces.

Acceptable access for large vehicles provided by Canning's new warehouse.





Oil-well drill pipe friction welder for Hughes Tool Company, USA.

The grants have helped the company to develop these machines, of which three have been sold to customers in Texas. Export orders valued at over £1½ million have already been received for these machines. And development work continues to be carried out by the company which is determined to maintain its position in the forefront of this type of work.

Machine tools engineered for 1980's technology

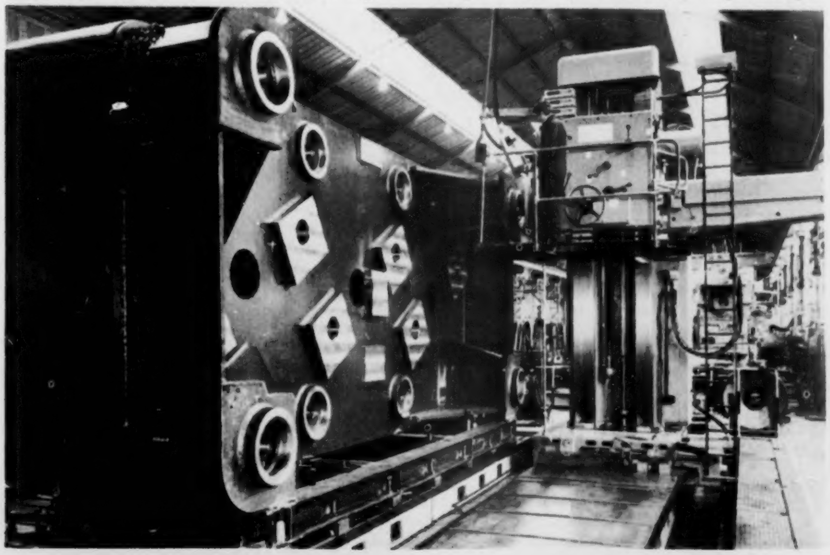
The Bronx Engineering Co Ltd, which is located at Lye, builds capital goods for use by customers forming and processing both steel and non-ferrous metals. As over half its output has been exported, the company has been – and must remain – highly competitive. A capital investment plan was established, based on the need to enter the 1980's with a factory organised and equipped to meet the ever-growing demand for improved technology and higher quality of engineering for the company's product range. The plan requires capital investment of £0.8 million over the period 1976 to 1979. The first phase of £0.35 million investment has been successfully implemented. For this development, the company has been assisted by offers from the department, to a total value of £105,000, under the machine tool industry scheme.

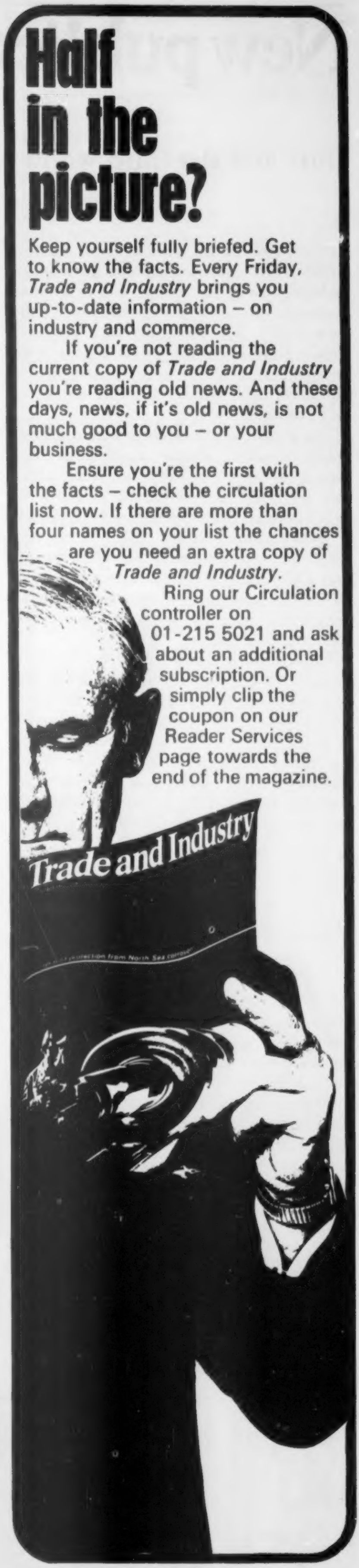
A new engineering building was constructed in 1977, enabling all the engineering facilities to be centralised. In the machine shop, the first machine installed was a floor borer with a free standing rotary table enabling the machine to be rapidly changed from floor boring to table boring. Read-out was fitted to optimise the accuracy of positioning, as the products are large, and need extremely close positional control on the main bores.

A second machine was installed to permit the turning of large components. The lathe, which will turn large mandrels for strip process lines, and bending rolls, has a number of special features for turning slow tapers, roll profiling using a copying slide, and accurate dimensional control using digital read-out.

During April 1978 a third machine will be installed to provide additional large milling facilities. The miller has a travelling column with a fixed bed, which enables heavy and unwieldy components to be machined. It is fitted with a universal milling head, to reduce the number of times the component needs to be set up, thus giving improved productivity.

Machining a 40 tonne fabrication for a large bar straightening machine at Bronx Engineering.





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New publications

Gatt and the third world

At the outset of the latest (Tokyo) round of multilateral trade negotiations governments undertook to grant 'special and differential' treatment to the exports of developing countries (DCs). But, according to a report by Sidney Golt, a former senior official of the Department of Trade and Industry and an expert on trade policy, this may not be the best strategy.

The report, which originates from a Trade Policy Research Centre meeting of trade experts at Stresa, in Italy, last May, argues that on tariffs and safeguard measures the DCs would be better advised to work towards a most-favoured-nation (MFN) or non-discriminatory approach. Mr Golt suggests that DCs should work for substantial MFN tariff reductions rather than to try to preserve preferential margins under the generalised system of preferences.

The report concludes that free entry of imports should be introduced from less-developed countries into developed countries. This, says the author, should not be regarded as providing a preferential position for DCs, but rather as a preliminary stage in the eventual general elimination of tariffs which should be in theory the logical outcome of the next round of multilateral trade negotiations.

Developing Countries in the Gatt System, by Sidney Golt. Trade Policy Research Centre. 1978. 36 pages. £2.00 (ISBN 0 9900842 35 0).

Vital role of coal

According to recent and relatively conservative estimates, gross energy consumption in the European community is likely to increase from 1350 mtce (million tonnes of coal equivalent) in 1976 to about 1830 mtce in 1985. The additional requirement of roughly 500 mtce cannot be met solely by nuclear energy and natural gas. If dependence on oil imports from Opec (Organisation of Petroleum Exporting Countries) is to be reduced, as has been decided on numerous occasions, there must be increased recourse to the abundantly available reserves of coal.

A recent short report by Cepceo (the Association of the Coal Producers of the European Community), from which the above is taken, reviews the medium and long term prospects for the coal industry in Europe against limited oil reserves and delays in the development of the nuclear power industry. In spite of the important role of coal in meeting future energy demands the outlook for the industry is uncertain because of the current reduced demand for energy as a result of the economic crisis. The report states that measures should be taken to increase demand for coal within the community, thus safeguarding coal as Europe's principal source of energy.

The proposed measures include: investment aids to encourage the building of coal-fired power stations; reducing imports of coal from third world countries; increasing financial support for research by the industry into the field of mining and coal utilisation research especially coal gasification and liquefaction.

Energy in Western Europe – vital role of coal. A report by Cepceo. National Coal Board, Hobart House, Grosvenor Place, London SW1X 7AE. 1977 [1978]. 42 pages; paperback, free.

Closing the gap between north and south

Commodity Conflict
L.N.Rangarajan

Inflation among the industrialised nations, the oil crisis and the 'new international economic order' called for by the developing countries, have all shown how delicately balanced the world's economy is today. Of course, this is especially true of trade in raw materials. So an author from the third world with a wide experience of trade in commodities is of particular interest.

Commodity trading is an inseparable part of the world's economic, monetary and political system. There have been some successes in the negotiation of agreements, and also many failures. This study puts the trade of raw materials within the framework of general political and economic events. Mr Rangarajan analyses the reasons for failures in negotiations and for the conflicts that have arisen between the developed countries and the developing world, and also explores the conflicts that have arisen between the exporting countries themselves.

The book provides a history of international trade in raw materials and past agreements and goes on to deal with the motivations that operate behind the negotiations between governments, examining their effect on agreements to regulate trade.

Mr Rangarajan's basic argument is that the gap between the developed north and the developing south must be closed by negotiation and agreement on commodity trading. A general framework for an agreement on commodity trade is discussed, with a detailed description of its objectives and rules. His book is of interest, not only for the study of commodity trading and its regulation, but also for world economics. It includes useful summaries of some of the international agreements, including the Dakar declaration and the United Nations fourth conference on trade and development, and statistics on commodity trading.

Commodity conflict: the political economy of international commodity negotiations, by L. N. Rangarajan. Croome Helm. 1978. 390 pages. £12.95 (ISBN 0 85664 535 4).

The British clothing industry surveyed

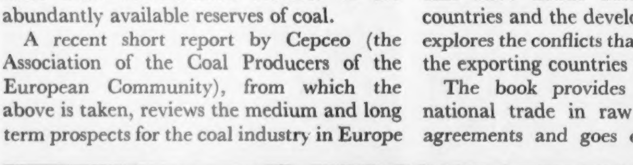
Towards the end of 1977 the familiar series of surveys published by Jordan Dataquest were joined by four new financial surveys of the British clothing industry. According to the publishers, these are, to some extent, intended to continue the 'Financial Tables for the Clothing Industry' once published by NEDO.

These four surveys follow a standard form. Information from the most recent records of the companies registration office has been selected to produce a table showing turnover, exports, pre-tax profits, UK employed, wages and salaries, current assets, current liabilities, bank overdraft and short-term loans, and net fixed assets for each of a large number of UK companies. This information provides a rough overview of each industrial sector, and a guide to the performance of companies within each sector.

Of course the data is only a summary, and dividing profits by the sum of fixed and current assets in order to arrive at a return on assets is only a rough guide. There is not the space in these handy publications for a more detailed examination of accounts.

As a rough overview, the arrangement of this data has a useful function to perform, particularly when complemented (as here) with a list of names and addresses together with the names of chief executives.

British Men's Outerwear Manufacturers, 1977, 26 leaves; **British Women's Outerwear Manufacturers,** 1977, 37 leaves; **British Underwear and Children's Clothing Manufacturers,** 1977, 31 leaves; **British Diversified and Miscellaneous Clothing Manufacturers,** 1977, 24 leaves; Jordan Dataquest Ltd, Jordan House, 47 Brunswick Place, London N1 6EE. Ringbound, price £28.00 each or £23.00 each if all four are purchased.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Technology news

Government support plastics industry

A £376,000 programme to encourage the use of glass-reinforced plastics for structural engineering purposes has been commissioned by the Department of Industry's Engineering Materials Requirements Board. It is part of the board's continuing effort to help solve problems directly relevant to industry.

Aim of the 2½-years programme to be undertaken by the Atomic Energy Research Establishment, is to solve problems that have been identified as preventing the wider use of grp as an engineering material, and develop new products or processes involving composite materials. In both areas industrial participation will be sought at the earliest possible stage, and in several cases it is already under consideration.

The programme will include work on the unexplored potential of composites involving high strain matrices, the identification of simple design procedures for grp for use by industry, and the development of low-cost filled thermosetting resins, with good thermal insulating and fire resistant properties.

Microprocessors: NCC-supported steering group studies needs

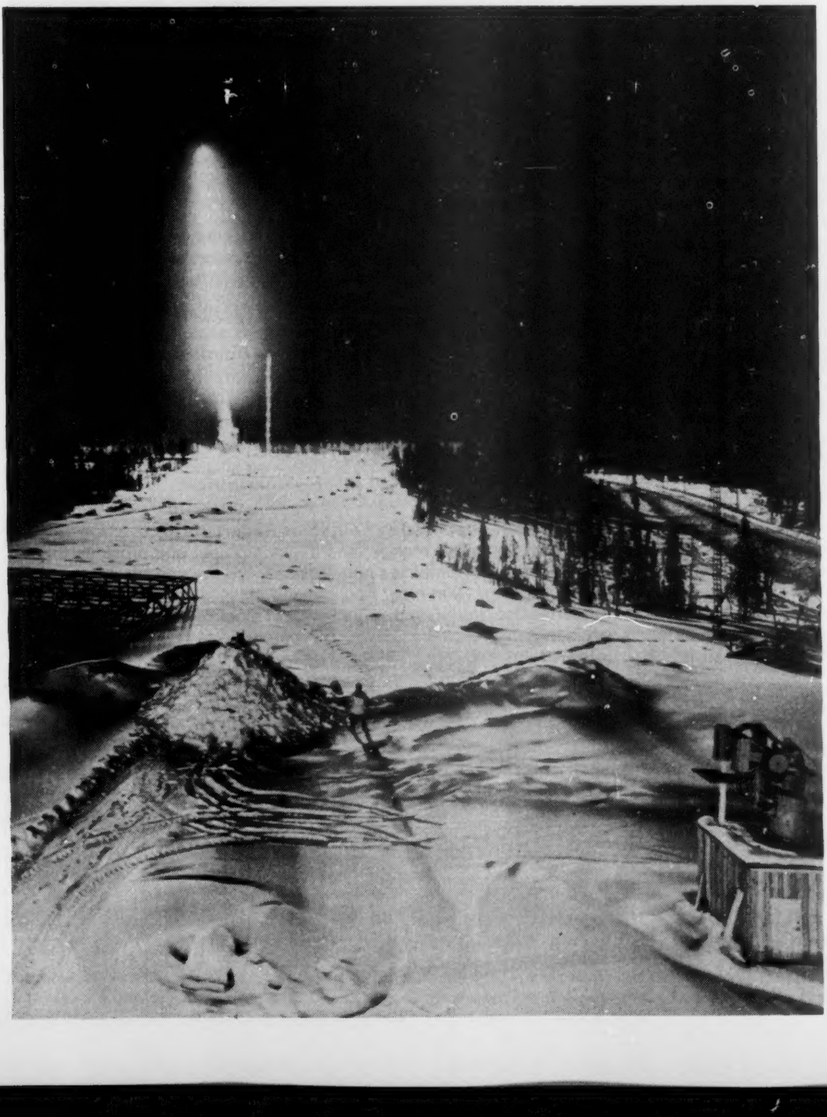
Three new working groups on microprocessors have been set up to concentrate on current progress and future needs for education, information and standards. The groups have been formed by the microprocessor steering group, which is supported by The National Computing Centre.

Organisations and individuals will need help if they are to cope with the impact of microprocessors, says the steering group. This help should take the form of information about new developments, details of current applications, availability of training facilities, sources of qualified personnel, existence of standards and technical information.

As part of its on-going microprocessor project, the NCC is to investigate the present situation and prepare reports for the steering group on specific areas of microprocessing.

The steering group is chaired by Dr Martin Healey of University College, Cardiff, and composed of representatives from major organisations, research centres, and associations with an active interest in microprocessors. It will co-operate with the microprocessor application group of the Institute of Electrical Engineers on the subject of standards and a code of practice.

A Skylark rocket is fired during tests at the Swedish Kiruna range.



Rocket tests new materials in zero gravity

A British Aerospace Skylark is the first European rocket to test new materials in the weightless conditions experienced only in space. Following test firings at the Kiruna range in Sweden, a Skylark successfully inaugurated the new Federal German Texus space programme when it carried out experiments from German organisations and from the Swedish Royal Institute of Technology. They were primarily concerned with the crystallisation and segregation of metals, the diffusion processes of glass samples, the behaviour of liquids and the effects of weightlessness on electrolysis. The Texus programme includes preliminary research in a series of experiments for the Spacelab programme in the 1980s.

Skylark was first launched in 1957 and a total of 365 of these British rockets have now been fired, achieving an average reliability of 98 per cent. In 1976 British Aerospace announced a new three-stage version that can reach a height of 800 km carrying a 181 kg payload.

Early warning system on building failures agreed

Organisations in EEC states will report significant building failures, both of a structural and a non-structural nature, to other members in future. Agreement follows an initiative by the Construction Industry Directorate of the Department of the Environment to start a system whereby member states could inform one another of circumstances likely to lead to failures.

Exchanges of such information are planned to be at six-monthly intervals – in between on matters of great urgency. W. H. Ransom, head of building integrity division at the building Research Establishment, at the Building Research Station, Garston, Watford, will act as the UK focal point, both to receive and to transmit information on significant failures.

New products

Dewramet supplies anti-galling alloy for food industry

By using a new nickel-based alloy, Waukesha 88, a Glasgow-based steel founder, Dewramet Ltd, is now able to supply castings which offer greater safety for food processing equipment.

A feature of the new alloy is that items made from it are compatible with stainless steel components in a way that obviates galling – a situation where one metal surface moves against another resulting in pickup and a type of scoring dangerously inviting to bacteria. Components are also copper-free and have a high resistance to rust and other types of corrosion.

Dewramet recently pronounced first trials with the alloy as highly successful and promptly began supplying a customer in Holland. Now it is geared for volume production castings in the new alloy in weights from a few tens of grams to well over a tonne. Apart from the important hygiene and safety factor, use of components cast in the alloy should cut manufacturing costs, declares the company.

Dewramet, a member of the Triangle International Group, specialises in production of castings in stainless steel, heat resisting and special alloys and exports to many parts of the world. It employs hand, machine and shell moulding techniques to produce many types of components from complex narrow-lipped impellers and chain-links to pressure vessel housings.

Further information: circle 506

Sealer keeps down dust

Quentsplass of Wetherby, West Yorkshire have introduced a sealer for walls and floors to eliminate dust from cement- or asbestos-containing surfaces without affecting their appearance. Even on light-coloured surfaces, such as calcium silicate bricks, the product is barely discernible, and it does not have the glossy wetting effect of most sealers. Another important advantage is that Seamless Seal 1630 cures quickly so that considerable areas can be sealed with two coats in one day; floors can be put into use on the next day.

Based on a polyacrylate copolymer emulsion, the product forms a clear and resilient film which improves the substrate's abrasion resistance; it also resists oils, fats, alkalis and mild acids. Provided the floor or wall surface is sound and dry, little or no further preparation is needed. The sealer is easy to apply by brush, roller or squeegee which need be cleaned only in water after use.

Further information: circle 507

Freepost reader service

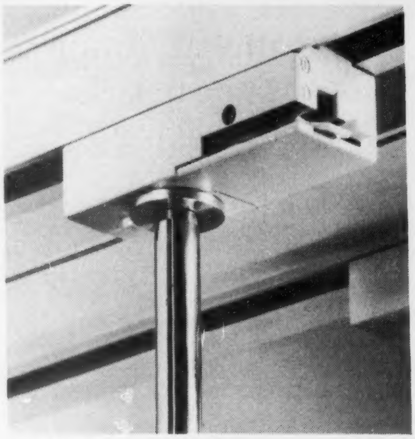
For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Chain saw is hydraulically powered by tractor

Miles Roystone has introduced a hydraulically-powered chain saw. The Hydrasaw is supplied with 9 m of hose which can be coupled up to a tractor or any other form of hydraulic power unit and, claims the company, consequently starts and stops instantly, with no vibration, no noise, no fumes and very little maintenance problems. Models are available with 45 cm and 55 cm guide bar and chain but other sizes can be supplied to order.

Further information: circle 508

Versatile track system for lighting introduced



A flexible lighting track system, rated at 25 A, that can be surface-mounted or recessed has been introduced by Marlin Lighting.

D-track, with its three circuits inside a thin aluminium extrusion, can be assembled into continuous straight runs or into L, T or X configurations. An accessory enables the track to be run vertically if required.

The 25 A rating permits 40 × 150 W spots to be operated on a single track and the load can be spread across the three circuits by a specially designed adaptor giving pre-selection of any circuit. These adaptors may be inserted anywhere along the track and protrude only about 20 mm below the track surface. They are locked into the track by a lever which also allows for the adjacent on/off position to be operated.

Alternatively, a single-circuit J-track is available and is characterised by a match-box sized adaptor with twist-lock connection to the track and by a universal adaptor for forming patterns.

Both types are finished in an attractive pearl-grey that blends in with most decor.

Further information: circle 509

Uhf receiver for 470-1000 MHz range

A new uhf receiver, the 1990S, has been introduced by Eddystone Radio Ltd., to cover the range 470-1000 MHz. It will accept am, fm and pulse modes, and a synchroniser unit provides for high-stability working. Modular construction simplifies maintenance and the unit can be supplied either cabinet-mounted or to fit a standard 19 in rack. Applications will include communications, examination of television waveforms, monitoring and surveillance of electronic signals and use as a satellite ground station receiver.

Further information: circle 510

Parliament

Monday, 20 March

Advisory Council for applied R and D

Neil Macfarlane (Sutton and Cheam) asked the Secretary of State for Industry about the progress of the Advisory Council for Applied Research and Development, its current objectives and its contribution so far to applied research in the United Kingdom.

Mr Huckfield replied that the council was set up in November 1976 under the chairmanship of the Lord Privy Seal and with the following terms of reference:

To advise ministers and to publish reports as necessary on: applied research and development in the United Kingdom and its deployment in both the public and private sectors in accordance with national needs; the articulation of this research and development with scientific research supported by the Department of Education and Science; the future development and application of technology; the role of the United Kingdom in international collaboration in the field of applied research and development.

The council had met four times. At an early stage they turned their attention to defining a small number of important topics for detailed study and had now established small working parties to study the applications of solid state technology, industrial innovation, and the effects of technological change on employment. The council hoped to receive reports from the working parties by the summer and to submit their first report to the government in the autumn.

Postal deliveries

Tom Litterick (Birmingham, Selly Oak) asked the Secretary of State for Industry what estimates his department had made of the effects on British industry and commerce of the frequency with which the Post Office fails to deliver letters within three working days of posting.

Mr Huckfield said that none had been made; nor had the department made a survey of the effects on British industry and commerce of the Post Office's delivery of about 93 per cent of first class letters by the first working day after collection, and delivery of about 95 per cent of second class letters by the third working day after collection despite the fact that letters could be delayed due to a variety of factors beyond the control of the Post Office, such as adverse weather conditions and incorrect or illegible addressing.

EEC imports

Robert Woof (Blaydon) asked what was the value of imports into the United Kingdom from member countries of the EEC of oil and petroleum products during 1976 and 1977 respectively; and what proportion these imports formed of Great Britain's total trade deficit with these countries in each of those years.

Mr Meacher gave the following information:

	1976	1977
Value (£ million cif)	951	1 021
Percentage of total crude trade deficit	43	51

Note: Petrol and petroleum products as defined in SITC(R) division 33.

He also asked what percentage of the United Kingdom imports from countries of the EEC was attributable to food imports in 1976 and 1977; and how these compared with imports from non-EEC countries over the same period.

Mr Meacher gave the following percentages:

	1976	1977
EEC countries	17.5	16.2
Non-EEC countries	12.7	13.9

Imports of manufactured products

Robert Woof (Blaydon) asked what was the total of manufactured and semi-finished products imported by the United Kingdom from the German Democratic Republic, the Federal Republic of Germany, France, Italy, Czechoslovakia, Poland, in the years 1976 and 1977, respectively, stated as a percentage of gross domestic product.

Mr Meacher said that imports, valued cif, covered by SITC(R) sections 5 to 8 and expressed as percentages of the UK gross domestic product at factor cost were:

	1976	1977
Federal Republic of Germany	2.25	2.62
France	1.36	1.56
Italy	0.76	0.97
Poland	0.07	0.08
German Democratic Republic	0.05	0.07
Czechoslovakia	0.05	0.06

Imports from New Zealand

Robert Woof (Blaydon) asked what was the level of butter, cheese, and lamb imports from New Zealand in the years, 1976 and 1977, respectively.

Mr Meacher gave the following information:

	metric tonnes	
	1976	1977
Butter	122 626	129 016
Cheese (including curd)	30 562	13 193
Lamb	200 396	207 821

Meat imports from EEC

Robert Woof (Blaydon) asked what was the value of the total imports of stocks of beef, veal, mutton, lamb, pork, bacon and ham, into the United Kingdom from countries of the EEC for 1977.

Mr Meacher gave the following figures:

	£ thousand cif
Beef and veal	191 519
Mutton	44
Lamb	951
Pork	8 896
Bacon and ham, etc [1]	259 390

[1] Bacon and ham include other dried, salted or smoked pig meat.

Meat imports and exports

Robert Woof (Blaydon) asked what quantities of bone-in and bone-out meat had been exported to and imported from other countries of the EEC in 1977.

Mr Meacher gave the following information:

	thousand tonnes	
	exports	imports
Bone-in	139.1	418.8
Boneless or boned [1]	4.7	76.4

[1] Trade in boneless or boned meat comprises mainly beef but includes a small amount of pork.

Oil and ballast storage

Mr Grimond (Orkney and Zetland) asked what was the government's policy over the proposed segregated system for oil and ballast storage aboard tankers.

Mr Clinton Davis said that the government welcomed the outcome of the recent conference on tanker safety and pollution prevention. One of the issues agreed at that conference was to extend a requirement for segregated ballast in new tankers to a lower tonnage range, whilst existing tankers would be permitted to adopt the alternative of crude oil washing. In addition, the government would continue to ensure that present stringent requirements regarding the discharge of ballast from tankers were adhered to.

Sea hazard warnings

Mr Grimond (Orkney and Zetland) asked the Secretary of State for Trade if, in view of the recent recovery of dangerous flotsam and jetsam in the North Sea, he was satisfied with the arrangements for giving warnings of such hazards and with the penalties for failure to do so.

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries
of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries
of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary
of State: Robert Maclennan

Mr Clinton Davis replied that arrangements existed for the notification to his department of losses from off-shore structures with penalties for failure to do so and HM Coastguard ensured that mariners were informed of hazards reported to them. The UK government had no power, however, to impose penalties on seafarers who failed to report such hazards. He was considering, in consultation with other departments and interests concerned, whether these arrangements needed to be improved.

Price increases

Norman Tebbit (Waltham Forest, Chingford) asked what were the cumulative increases in: (a) consumer prices and (b) food prices for the periods July 1970 to February 1974, and March 1974 to the latest available date, in the United Kingdom, United States of America, Italy, France, Japan and West Germany.

Mr Maclennan said that cumulative increases as requested were given. Because the intervals of time covered by the two periods differed, the respective increases were not comparable. The overall figures concealed differing trends over time. The latest annual increases, which were also given, illustrated the marked reduction in the rate of increase for the UK relative to that for other countries. The comparisons of increases in food prices were further complicated in that the inclusion of alcoholic drinks and tobacco varied between countries.

CONSUMER PRICES

	Jul 1970-Feb 1974	Mar 1974-Jan 1978 % increase	Latest 12 months
UK	38.5	84.7	9.5[1]
USA	21.3	30.6	6.6
Italy	34.3	80.9 [2]	14.1 [3]
France	29.1	45.7	9.2
Japan	47.0	40.4	4.3
West Germany	24.7	18.5	3.2

Notes: [1] February 1977-February 1978. [2] To December 1977. [3] December 1976-December 1977.

FOOD PRICES

	Jul 1970-Feb 1974	March 1974-Dec 1977 % increase	Latest 12 months
UK	53.9	91.0	6.9 [1]
USA	36.1	23.5	8.0
Italy [4]	35.8	87.3 [2]	17.8 [3]
France [4]	33.0	50.3	11.7
Japan	55.1	37.9	4.5
West Germany [4] [5]	20.4	16.4	3.7

Notes: [1] February 1977-February 1978. [2] To November 1977. [3] November 1976-November 1977. [4] Includes beverages. [5] Includes tobacco. Sources: OECD main economic indicators; UN monthly bulletin of statistics; Eurostat monthly general statistics.

Tuesday, 21 March

Export/wholesale prices

Bryan Gould (Southampton, Test) asked what was the ratio of the increase in manufactured exports prices over the period 1952 to 1976 to the corresponding increase in wholesale prices for each of the eight largest manufacturing countries based: (a) on trade in 1963 and (b) trade in 1970.

Mr Meacher replied that although the information requested was shown below, the figures were probably not comparable. Methods of defining and calculating export unit value and wholesale price indices differed within and between countries and problems connected with composition expose comparisons to particular risk. Data published as 1958=100 and 1970=100 had been linked as necessary to produce continuous series for use in this answer. The group of the eight largest exporters of manufactures was the same in 1963 and 1970.

COMPARISONS OF MANUFACTURED EXPORT UNIT VALUE AND WHOLESALE PRICE INDICES

Country	UVI 1976 [1] / UVI 1952 (a)	WPI 1976 [2] / WPI 1952 (b)	(a) / (b)
Belgium/Luxembourg	1.39	1.72[3]	0.81[3]
Canada	1.86	2.27	0.82
France	2.58[4]	2.32[4]	1.11[4]
Germany	1.33	1.56	0.85
Italy	2.09	3.01	0.70
Japan	1.34	1.89	0.71
United Kingdom	3.62	3.31	1.09
United States	2.46	2.06	1.19

[1] Export unit values for manufactured goods. [2] Wholesale price indices; These are subject to variable coverage; Source IFS. [3] Wholesale price index for Belgium alone. [4] 1952 to 1975. Sources: IMF International Financial Statistics May 1977. UN Statistical Yearbook 1962. UN Monthly Bulletin December 1977.

National Enterprise Board

George Grant (Morpeth) asked the Secretary of State for Industry if he would list the National Enterprise Board's investments on the northern region, giving the name and location of the company involved.

Mr Huckfield gave the following information:

Company	Location
British Leyland Ltd [1]	Workington, Cumbria Newcastle
British Tanners Products Ltd [1]	Ulverston, Cumbria
P. R. Chapman (Sub-Sea Surveys Ltd	Barrow-in-Furness
Hivent Ltd	Washington, Co Durham
Jerguson Tress Gauge and Valve Co Ltd [2]	Newcastle
Keland Electrics Ltd	Blaydon-on-Tyne
North-East Audio Ltd	Newcastle
Rolls-Royce Ltd [1]	Sunderland, Co Durham
Tress Engineering Ltd [2]	Newcastle
Vicort of London Ltd	Newcastle

Companies marked [1] also have plants in other regions.
Companies marked [2] are constituents of Fairey Engineering Holdings Ltd, which has plants in other regions.

Mr Grant also asked the Secretary of State if he was satisfied with the success of the activities of the National Enterprise Board in the northern region.

Mr Huckfield replied that the board now had thriving interests at 10 separate locations in the region, responsible for well over 1600 jobs. The newly-established regional board had made a promising start, and he expected it to make steady progress.

He asked, too, if the secretary of state would consider widening the terms of reference of the National Enterprise Board to enable it to set up publicly-owned companies and take public initiatives where private sector initiatives had failed.

Mr Huckfield said that the board already possess the power to form companies, and had taken initiatives of this sort where the private sector had failed, for example, in setting up Keland Electrics Ltd and Fairey Engineering Holdings Ltd.

Machine tools

Audrey Wise (Coventry South West) asked the Secretary of State for Industry whether he would seek information from the major British machine tool manufacturers on whether, and to what extent, they were themselves importers of machine tools.

Mr Cryer replied that the department did not systematically collect detailed information on this subject. However, considerable information on UK agencies held and types of machine imported by manufacturers of machine tools could be obtained from two publications of the Machine Tool Trades Association: 'British Machine Tools and Equipment', and 'Imported Machine Tools and Equipment'. He was inviting the trade association's comments on why some manufacturers found it advantageous to undertake both types of business and he would write to the questioner with any further information.

Wednesday, 22 March

Aid to Walsall firms

Bruce George (Walsall South) asked how many firms with plant based in Walsall had received government financial help under the industry act.

Mr Cryer replied that seven firms had received offers of selective financial assistance totalling £687,000 under section 8 of the Industry Act 1972 towards projects in Walsall estimated to cost £3,315,000. Details of offers to three of these seven companies had been published in *Trade and Industry*, as follows:

Company	Scheme	Value of offer £'000
Drury Engineering Co Ltd	Accelerated projects	88
Deeley's (Castings) Ltd	Ferrous foundry	16
Chamberlain Hill Ltd	Ferrous foundry	73

Grants for Kirkby firms

Robert Kilroy-Silk (Ormskirk) asked what was the total amount of grants for industrial development that had been paid to firms in Kirkby since 1974.

Mr Cryer said that since the beginning of 1974 selective assistance in the form of grants had been offered to firms in Kirkby under the Industry Act 1972 as follows:

	£'000
Section 7 regional selective assistance	7 724
Section 8 selective financial assistance	301

Details of regional development grant paid under part I of the act on the cost of new building, plant and machinery were not readily available.

Man-made fibre industry

Kevin McNamara (Kingston upon Hull Central) asked the Secretary of State for Industry how much government aid had been given to the man-made fibre industry in government grants; which grants were made over the past five years, in which areas and to which firms; and how many factories had subsequently closed in which areas, which firms were concerned and at the cost of how many jobs.

Mr Cryer said that in the past five years the man-made fibres industry had been offered grants under sections 7 and 8 of the 1972 industry act totalling £1.228 million. However, departmental records were not kept in a form suitable to enable the amount paid to this industry in the form of regional development grants to be readily identified.

Regional distribution of the assistance under sections 7 and 8

Region	Section 7 projects	Assistance offered £'000
Scotland	4	190
Wales	1	75
Northern	4	190
North West	4	389
Yorkshire and Humberside	3	320
Total	16	1 164
	Section 8 projects	
East Midlands	1	64

Details of assistance given to individual companies were published quarterly in *Trade and Industry*. However without disproportionate cost, for the reasons given above it was not possible from the records available to give a comprehensive list of all the firms in the man-made fibre industry to which grants had been paid, or to identify factories which had subsequently closed. There had been approximately 3813 redundancies in the man-made fibre industry over the past five years but again it was not possible from the available records to say to what extent these were the result of closures.

Thursday, 23 March

Rubber processing working party

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry what action had been taken by the government in response to any recommendations made by the National Economic Development Organisation industrial strategy rubber processing working party.

Mr Cryer said that the rubber processing sector working party (SWP) had so far concentrated on developing a strategy for the tyre industry. (It would study the general rubber goods sector later this year.) The SWP's report to the National Economic Development Council in February made interim recommendations for improving the United Kingdom's performance in world tyre markets, but the report stressed that the SWP still had important work to complete. In view of this the SWP felt that it would be premature to publish the report at this stage. The government, in considering its policy towards this industry, would bear the SWP's report closely in mind.

Tyre industry

George Reid (Clackmannan and East Stirlingshire) asked the Secretary of State for Industry what steps he had taken to safeguard production and jobs in the tyre manufacturing industry.

Mr Cryer replied that the UK tyre industry, in common with some other countries, had been experiencing a period of low demand, mainly as a result of the decline in the motor industry. The industry had pointed out that this was being exacerbated by a growing penetration of cheap imports particularly from certain East European countries. The industrial strategy rubber processing sector working party was formulating a strategy to improve the performance of the United Kingdom industry. It was paying particular attention to the balance of trade in tyres. Officials in his department were in close touch with employers and trade union leaders in the industry. In considering its policy the government had been helped by the work being done by the sector working party.

Doppler microwave landing system

Robert Adley (Christchurch and Lymington) asked the Secretary of State for Industry what steps he was taking to counteract the misrepresentation about the British doppler microwave landing system (DMLS), being undertaken by the United States authorities.

Mr Williams said that the technical superiority of British equipment over that of the United States was being demonstrated in a series of tests. There was no substance in the allegation that the UK could not supply the Doppler system in adequate quantities. He could give an assurance that the government stood firmly behind this project. If the British equipment was chosen at the Montreal conference as the world's next aircraft landing system the government would give all possible help to ensure its production in the quantities needed to meet world demand.

Regional development grants scheme

Eric Heffer (Liverpool, Walton) asked the Secretary of State for Industry whether he would give details of the minor changes to the rules of the regional development grants scheme which were referred to in the minister of state's answer on 27 February (see Trade and Industry, *10 March, p. 521).*

Mr Williams said that in future, areas of land below high water mark, and narrow strips of land extending from or joining premises, would not normally be regarded as forming part of premises for the purposes of the regional development grants scheme. The main effect of these changes would be that such land would neither be accepted as bringing separate premises within a quarter of a mile of each other for the purpose of aggregating them under section 2(6) of the 1972 Industry Act nor, where the land actually joined two otherwise separate premises, be regarded as making them one.

European community news

Finance ministers discuss EEC economic prospects

EEC finance ministers meeting in Brussels on 20 March had a useful discussion of the possibilities for improving the economic prospects for the community said Denis Healey, Chancellor of the Exchequer, in answer to a parliamentary question on 23 March. This subject would also be considered in a series of international meetings which would be held in the period ahead.

Ministers also had a wide-ranging discussion of preparations for the economic aspects of the next meeting of the European council, which will be held on 7 and 8 April in Copenhagen, on the basis of a paper by the commission.

Mr Healey said the council also took note of two commission papers which had been prepared as part of the 1974 convergence procedures, on the adjustment of the economic policy guidelines for 1978, and a summary account and degree of convergence of the economic policies pursued in the member countries in 1977. The council took note of the commission recommendation that there was no need to alter the economic policy guidelines laid down by the council in the annual report of the economic situation in the community.

Finally, Mr Healey said, ministers also had a discussion of the date of implementation of the VAT sixth directive.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

New publications

Vital role of coal 692

Technology news

Early warning system on building failures agreed 693

Parliament

EEC imports 695
Meat imports from EEC 695
Meat imports and exports 695
Export wholesale prices 696

Overseas trade news

Conference on hazardous air-cargoes 700
UK ownership of European companies published 702

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842 or 01-215 5879.

EEC–ACP ministers discuss aid and trade

Ministers of the African, Caribbean and Pacific states believed that the EEC/ACP balance of trade was increasingly unfavourable to the ACP states and that the preferential position that the Lomé convention had given them was being eroded through the community's implementation of the generalised scheme of tariff preferences, said Judith Hart, Minister for Overseas Development, on 21 March.

She was answering a parliamentary question on the outcome of the EEC/ACP council of ministers meeting held in Brussels on 13 and 14 March.

Mrs Hart said that the community reminded the ACP of its wider international obligations to the developing countries generally.

Mrs Hart said that these meetings provided a valuable opportunity for ministers from the community and the African, Caribbean and Pacific states to review the working of the Lomé convention and other matters of common concern.

There was a useful discussion on both the aid and the trade aspects of the convention and ACP ministers stressed their concern that the aid funds available should be committed and disbursed at quicker rate.

She said that community representatives were able to point out that 40 per cent of the European development fund had been committed to projects during the first two years of its operation, although disbursement was naturally not so far advanced. Urgent needs could, to a significant extent, be met by quick-disbursing forms of aid such as emergency aid, food aid, and the community's contribution under the special action programme.

Mrs Hart said that ACP ministers asked that certain additional products should be included under the stabilisation of export earnings (Stabex) arrangements. The community explained that there were difficulties in the way of doing this, but agreed to study the ACP proposals. Problems concerning particular commodities of interest to the ACP states were also considered.

In a discussion on trade, EEC ministers stressed that trade between the community and the ACP states had increased since the entry into force of the trade provisions of the Lomé convention, and the ACP states had appreciably increased their relative share of the community's external trade.

The council also reviewed industrial cooperation policies. In an informal session, which, Mrs Hart said, was a useful innovation, there was a valuable exchange of views on prospects for the north-south dialogue, including questions concerning the common fund, and debt problems, following the agreement reached three days earlier in Geneva.

It was also provisionally agreed that the renegotiation of the Lomé convention for a further period should begin in July 1978.

Mrs Hart concluded, 'In his closing speech, the ACP chairman said the meeting had been generally constructive and workmanlike. I share that view'.

Draft directive seeks to prevent groundwater pollution

A proposal for a draft directive covering the protection of groundwater from pollution has been recently put to the council of ministers by the European commission.

The draft directive is intended to supersede article 4 of directive 76/464 EEC on pollution caused by dangerous substances discharged into the aquatic environment.

The first thing the proposed directive does is to ban the direct discharge of some highly dangerous substances into the groundwater zone. These are called list I substances and include organohalogens (and substances forming their compounds in water), organophosphorus, organotin, mercury, cadium, mineral oils and hydrocarbons of petroleum origin, and any substances which are carcinogenic in the aquatic environment.

The draft directive would also introduce a system of prior authorisation for the indirect discharge of list I substances and of both indirect and direct discharge of list II substances to groundwater.

List II contains 20 metals and metalloids, from zinc and arsenic to cobalt and silver. The list also contains; biocides and their derivatives not already in list I; evil-tasting or smelling substances; toxic and persistent organic compounds of silicon; inorganic compounds of phosphorus and elemental phosphorus; cyanides; fluorides; and substances which upset the oxygen balance of groundwater – especially ammonia and nitrates.

The draft directive makes certain exceptions to these general rules. In particular, prior authorisation would not be needed for direct or indirect discharges of domestic effluents from isolated buildings or arising from normal agricultural activities or from the manufacture of titanium dioxide (see *Trade and Industry*, 3 March 1978) or containing radioactive substances both of which are covered by existing EEC instruments.

Also member states would be able to authorise the direct discharge of certain list I substances provided they can be disposed of in isolated aquifers which are deemed to be 'unusable' anyway, or where practical benefits may outweigh the pollution risks.

Under the terms of the draft directive member states would only be able to authorise discharges if they had considered the hydrogeological conditions of the area and were satisfied that there was no significant risk of pollution of groundwater. Once the authorisation had been issued it would be up to the member states to ensure that its conditions were complied with. In cases of non-compliance member states would have to take appropriate steps including possibly the withdrawal of the authorisation. The authorisations would probably stipulate how and when the substances were to be discharged and any special precautions to be taken case by case. The authorisations might also lay down maximum concentrations and quantities over given time periods.

Within two years of the adoption of the directive member states would have to ensure that the legislative and administrative framework needed to implement the directive was in existence; and within a further three years all discharges of list I and II substances to groundwater would have to be controlled in conformity with the requirements of the directive.

The government feels that the draft directive is consistent in principle with UK policy and practice in water pollution control as it seeks to prevent pollution of underground water resources which are or may be exploited.

It will, however, be necessary to scrutinise carefully the detailed provisions of the draft as negotiations proceed to ensure that the legitimate concerns of these who will be affected are safeguarded, to the extent that this is compatible with the basic aim of the directive.

DoT holds Scottish conference on EEC company law

A conference on the harmonisation of European company law was held by the Department of Trade at the King James Hotel, Edinburgh, on 15 March.

This conference, the first of its kind to be held by the department outside London, and attended by representatives of about 45 Scottish firms and organisations, was chaired by Mr P. A. R. Brown, deputy secretary, Department of Trade and followed the lines of the conference held in London on 22 February (see *Trade and Industry*, 17 March).

It is hoped that this conference, like the department's London conference, will become a regular annual feature in the programme of consultation in the company law field.

Trade marks in the EEC conference

A two-day conference on choosing and using trade marks when marketing in the EEC is being organised on 22 and 23 May at the Holiday Inn, Luxembourg, by European Study Conferences.

Speakers with wide knowledge and experience of how to choose and use trade marks in marketing goods and services in the nine member states of the EEC will give guidance about how to attain success.

Talks will include 'What a Trade Mark is and does', 'Choosing a Trade Mark', 'Working Together', 'Protecting a Trade Mark', 'The European Trade Mark' and 'The Licensing of Trade Marks'.

Further details of this conference, and a printed programme may be obtained from European Study Conferences Ltd, Kirby House, 31 High Street East, Uppingham, Rutland, Leics LE15 9PY, tel. (057 282) 2711.

EEC information

Free service for businessmen !
The EEC Information Unit helps firms of all types and sizes by answering general questions about EEC membership and by guiding them where necessary to more specialised information sources.
New customers are always welcome, particularly firms new to EEC questions.
The unit's address is: EEC Information Unit, Department of Industry,
1 Victoria Street, London, SW1H 0ET. Tel. 01-215 4301 (six lines).

EEC rules of competition

The *Official Journal of the European Communities* C66, 15 March 1978, contains a notice, pursuant to article 19(3) of regulation 17, concerning a decision adopted by the commission on 13 March 1969, and valid until 31 December 1978, to apply article 85(3) of the treaty of Rome to decisions taken by the European Committee for Co-operation of the Machine Tool Industries (Cecimo) with a view to organising European machine tool exhibitions (EEMOs), notably those governing participation by exhibitors. Cecimo consists of the national professional associations of machine-tool manufacturers in 13 European countries and has applied for renewal of the decision of 13 March 1969.

In 1971 Cecimo upgraded its hitherto European exhibitions and made them completely international. The initials of the exhibitions were consequently changed to EMO.

The rules governing EMO include:

1 EMOs are organised by Cecimo every other year in Paris, Hanover and Milan in rotation and the physical arrangements are entrusted to the member association established in the country in which the exhibition is being held;

2 the equipment displayed at EMO consists of machine tools for metal-working;

3 machine-tool manufacturers exhibiting at the EMO must handle at least two of three operations – design, manufacture and sale – on the exhibited equipment. Other conditions must also be satisfied including refraining from exhibiting at any other fair organised the same year in one of the countries of which the national machine tool manufacturers' association is a member of Cecimo; manufacturers bound by a licensing or technical co-operation agreement are also subject to certain restrictions;

4 non-compliance with these rules results in automatic expulsion from an EMO;

5 subject to certain restrictions a manufacturer who takes part in an EMO may during the same year place machine-tools of his manufacture at the disposal of exhibitors at other fairs, held in a country member of Cecimo;

6 applications for admission to EMOs are submitted to an admission committee composed of members appointed by Cecimo;

7 stands are allocated by the national association organising the exhibition in agreement with the admission committee;

Until the first EMO was held in Paris in June 1975 no application for admission was formally turned down and no applicants were formally excluded. At that exhibition and at the Hanover exhibition in September 1977, a number of exhibitors were excluded by Cecimo for infringement of the rules.

The commission intends to renew the decision giving exemption under article 85(3) to the rules governing EMO. A number of obligations and conditions will be attached. First, it invites interested third parties to send any comments they may wish to make on this matter within one month from 15 March 1978, quoting reference IV/93, to: Com-

Patent Office publications for industry

The Patent Office offers industry a wide range of publications. These include the Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, and 50-year subject matter file lists of British Patent Specifications. Details of these and other publications may be obtained by post from Sale Branch, the Patent Office, Orpington, Kent, BR5 3RD, or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, WC2.

mission of the European Communities, Directorate-General for Competition, Directorate for Restrictive Practices and Abuse of Dominant Positions, rue de la Loi 200, B-1049 Brussels.

Recent decisions

The texts of three European commission decisions relating to proceedings under article 85 of the treaty of Rome announced in December 1977 have been published in *Official Journal* L70, 13 March 1978.

78/252/EEC. Genuine Vegetable Parchment Association (GVPA). Reference DGIV 29.176. The decision relates to concerted practices engaged in by the main European manufacturers of vegetable parchment – four of the firms are German, two are French, one is British, one is Italian, and one is Finnish. The practices – which were terminated in 1974 – were not notified to the commission who in April 1977 opened proceedings upon their own initiative under article 3 of regulation 17.

The concerted practices consisted of price-fixing in those member states that do not produce vegetable parchment; the exchange of information in order to co-ordinate market behaviour; and the establishment of a common attitude towards the British market. Not all GVPA members engaged in all three of these infringements of article 85(1) of the treaty, but those involved in price-fixing were each fined between 10 000 and 25 000 units of account by the commission.

78/253/EEC. Davide Campari-Milano SpA, Milan (Campari-Milano), and its exclusive licensees in the Netherlands, Germany, France, Belgium and Denmark (reference DGIV 172 and others). The decision relates to agreements whereby Campari-Milano granted exclusive trademark licences for bitter Campari to drinks producers in these member states. The agreements, which were notified to the commission in October 1962 (and, for Denmark, June 1973) and amended in November 1977, contain clauses which prohibit licensees from engaging in business in competing products and from pursuing active sales policies outside their own areas.

The commission has taken a favourable decision on these agreements under article 85(3) of the treaty. The decision, which has effect from 1 November 1977 to 1 November 1986, imposes obligations enabling the commission to verify in good time what effects the agreements are having on trade between member states.

78/251/EEC. Société d'optique, précision, électronique et mécanique (Sopelem) SA, Paris and Vickers Ltd (Vickers), London. Reference DGIV 29.236. The decision relates to an agreement for co-operation between Sopelem and Vickers and their joint venture company Microscopes Nachet SA (Nachet), Paris. The agreement, which was notified to the commission in February 1976, concerned technical co-operation, the exchange of know-how, research and development and the joint distribution of microscopes.

The commission considered the agreement contrary to article 85(1) of the treaty as the parties are competitors and their technical co-operation and joint distribution through the joint venture restricts competition on the microscope market. They have, however, granted exemption under article 85(3) because of the technical progress and improvements that are likely to result, thus benefiting the consumer; the keen competition in this market; and the small market shares held by the companies concerned. The exemption has been granted for five years (until February 1981), the parties being obliged to report annually to the commission during that period.

Inquiries about these cases can be addressed to the Department of Prices and Consumer Protection, Fair Trading Division, Millbank Tower, Millbank, London SW1P 4QU, tel. 01-211 7037.

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Overseas trade news

Counter-purchasing could cause trade problems – Williams

This government has repeatedly stated its aim of expanding British-Soviet trade and has tried to create a climate in which it can flourish, said Alan Williams, Minister of State for Industry, on 20 March. Speaking at a Confederation of British Industry conference on Anglo-Soviet trade he said that this action had included practical measures such as the provision of export credit on favourable terms; the creation of a framework for trade through a network of co-operation agreements and programmes; and less tangible but nevertheless important action through the development of ministerial, official and business contacts between the UK and the USSR at all levels.

Mr Williams went on to say that despite undoubted progress over the last three or so years, the level of trade was still unsatisfactory given the size of the UK and Soviet economies. And there was still a persistant, and growing, imbalance in trade in favour of the Soviet Union.

'The government has a role to play in trade between the UK and countries of eastern Europe. It is our aim to involve businessmen more in meetings of joint commissions, to give them opportunity to meet senior decision-makers both formally and informally during the sessions. I, and other government ministers, have had many meetings with our Soviet counterparts at which the opportunity has been taken to discuss not only matters of general interest but also particular pieces of business under negotiation; and, on occasions, ministers have been in contact with their Soviet opposite number to lend support to particular projects in the final stages of negotiation', Mr Williams said.

The UK government was aware of increasing pressure from governments in Eastern Europe on British firms to accept a greater amount of counter-purchase in their trade, he said, and one manifestation was the emphasis being given to compensation deals.

The government understood the background to the desire to develop this form of trade, especially as recession in the west cast its shadow over the development of trade generally. 'But there is no disguising the fact that this form of trade can create problems – both for firms in the west and for governments', Mr Williams added.

There was a problem of over-capacity in some products and this might increase. Major new sources of supply would in some cases add to that problem.

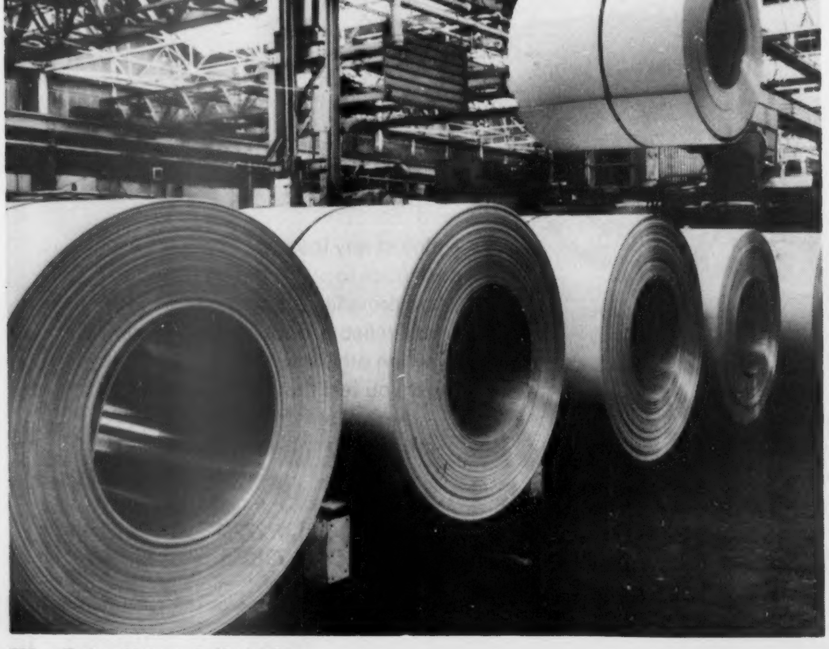
This was a problem which had to be solved if east-west trade was to continue to expand. Each case had to be looked at on its merits and perhaps, Mr Williams said, it was a subject which needed to be discussed internationally, by the parties most closely involved, ie the industries directly affected.

'One clear need is for both sides to show flexibility in the choice of products offered, and bought, under such deals. There are still many items which the west would like to buy from the Soviet Union and which are not always offered in a counter-trade deal. But whatever the answer, this is a real threat to the development of trade and solutions to it must be found, he concluded.

Aluminium sheet heading for Japan

Awaiting dispatch from the Kitts Green, Birmingham works of Alcan Booth Sheet Ltd, 95 tons of Duralcote pre-painted aluminium sheet destined for Japan. The material is being supplied to Nippon Fruehauf of Tokyo for the production of ISO containers.

Finished in white acrylic, the metal (which has a thickness of 1.6 mm) was rolled, heat treated and cut to various sizes in the Birmingham plant. Duralcote is used for the manufacture of commercial vehicle bodies, caravans, containers and for building cladding applications.



Conference on hazardous air-cargoes

Transport of hazardous cargoes by air will be the theme of a one-day conference, to be held on 22 May at the Excelsior Hotel, Heathrow, London. The conference will examine the whole position of the transport of hazardous cargoes by air. The integrity of air safety frequently depends on a sequence of operations involving a chain of people and events between the origin of a consignment and its loading on board an aircraft. This conference should be of importance to all concerned from manufacturer of modern packaging materials.

The key to avoidance of all inherent hazards to health and safety is education. The lack of knowledge among shippers, IATA cargo agents, forwarders, consolidators and handling personnel of the effects of altitude pressure differentials and temperature variations often leads to failure of packagings or closures, especially of gaskets, can seams and soldered joints and leakage of the contents, particularly in the case of liquids or gases. Low temperature can affect certain materials, some materials will not withstand the successive pressure changes of a flight involving several ascents and descents – even air-containing plastics bags can balloon and lead to failures. Now rules governing shipper packaging certificates are such that the signatory is liable in

Trade and Industry

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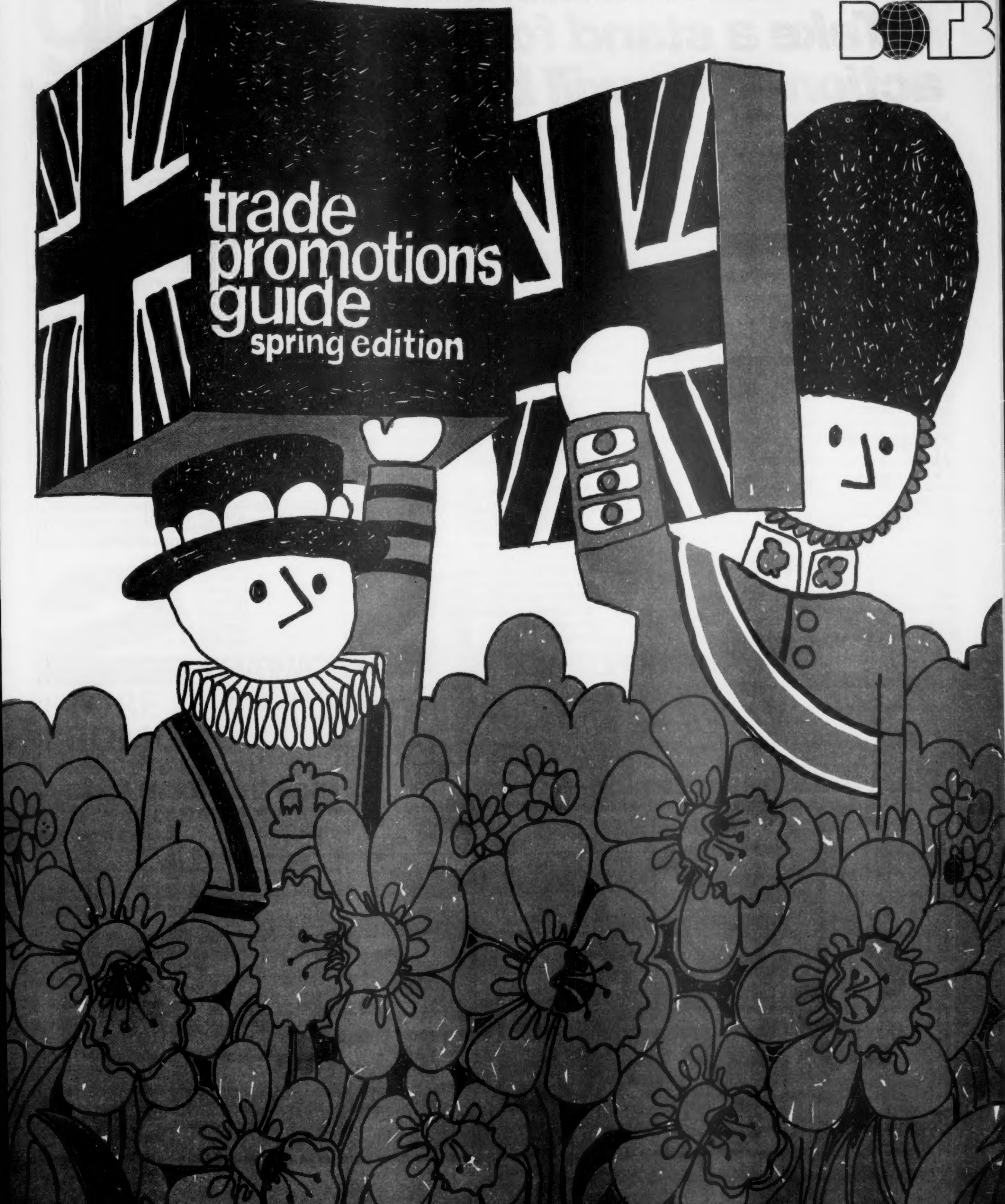
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1

OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

page 4

Further information about individual events can be obtained from the trade association or the BOTB contact (01-248 5757) whose name and telephone extension is given against the event. The cut-off date at the end of each entry indicates the closing date for applications for BOTB support.

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STORE PROMOTIONS

where BOTB support is planned or under consideration

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GENERAL INQUIRIES ON BOTB SUPPORT

Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU, **01-248 5757**

Overseas trade fairs ext 7051

Store promotions ext 7183

British Export Marketing Centre, Tokyo, ext 663 or 7317

Outward missions and symposia ext 306

UK trade fairs ext 7109

Special Export Services Branch, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, **01-248 5757**

Inward missions ext 463

3

MISSIONS

where BOTB support is planned or under consideration

page 18

Further information on individual outward missions can be obtained from the trade association or the BOTB Fairs and Promotions Branch contact named against the event. Information on inward missions can be obtained from Miss G. M. Stannard (01-248 5757 ext 463).

For outward missions the cut-off date at the end of each entry indicates the closing date for applications for BOTB support.

4

OTHER OVERSEAS FAIRS

This section covers overseas fairs not listed in section 1.

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UK FAIRS

This section lists major fairs and exhibitions in the UK.

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Cover based on an export display pack produced by Aldisplay Ltd, London SE1

Classification

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Agriculture, forestry, fishing, agricultural machinery 4, 21, 25

Aircraft and aeronautical equipment 4, 22, 25

Books and periodicals 5, 22, 25

Building, public works and construction equipment 5, 22, 25

Chemicals and allied industries, including plastics 5, 22, 25

Clothing 5, 22, 25

Display and shop equipment 6, 22, 26

Engineering, electrical and electronic, including radio and television 6, 22, 26

Engineering, other 7, 22, 26

Foodstuffs, food machinery, hotel and catering equipment 8, 23, 26

Footwear 8, 26

Furniture, furnishings, household equipment and hardware 8, 23, 26

Gas and oil extraction and distribution including offshore activities 9, 23, 27

Handicrafts 27

Heating and ventilating 9, 23, 27

Horticulture and horticultural equipment 9, 23, 27

Hospital, medical, surgical and dental equipment 10, 23, 27

Jewellery and giftware 10, 24, 28

Laundry and allied services 10, 24

Leather, leather goods and fur 10, 24, 28

Motor vehicles, motor cycles and cycles 10, 24, 28

Music and musical instruments 11, 24, 28

Office machinery and equipment 11, 24, 28

Packaging machinery and materials, including containers 11, 24, 28

Philately 28

Photographic equipment 12

Pottery and glassware 12, 24

Printing, stationery and printing machinery 12, 24, 28

Scientific instruments and nuclear equipment 12, 24, 28

Ships and boats 13, 24, 28

Sports goods and camping equipment including caravans 13, 24, 28

Textiles and textiles machinery 14, 24, 28

Toys and games 14, 24, 28

Watches and clocks 14, 28

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment 14, 24, 28

Other specialised fairs 14, 25, 28

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OVERSEAS FAIRS AND SYMPOSIA where BOTB support is planned or under consideration

General fairs

1978

HANOVER: Hanover Fair. 19-27 April 1978. Official Information Office and joint ventures with:
Birmingham Engineering and Building Centre.
Birmingham Chamber of Commerce and Industry.
British Electrical and Allied Manufacturers' Association.
Business Equipment Trades Association.
Electronic Components Centre.
Lighting Industries Federation.
SIRA Institute.
Mrs C. Miller ext. 7203. Cut off date passed.

BUDAPEST: International Spring Fair. 17-25 May 1978. The Department of Trade will organise a British Pavilion at this event. M. J. Dempsey ext. 7246. Cut off date passed.

LISBON: International Fair (FIL). 1-10 June 1978. Joint venture with Birmingham Engineering and Building Centre. Ms. P. A. Norfield ext. 7092. Cut off date passed.

SEOUL: All British Exhibition (British Industrial Scientific Technology Exhibition). 5-10 June 1978.
Sponsors:
Scientific Instrument Manufacturers' Association.
Contact: L. J. Nolder tel. 01-727 2614.
British Health-Care Export Council.
Contact: J. Harris tel. 01-262 2641.
Gauge and Toolmakers' Association.
Contact: A. R. Smith tel. High Wycombe (0494) 444645.
J. N. Cohen ext. 663. Cut off date passed.

POZNAN: International Technical Goods Fair. 11-20 June 1978. The Department of Trade will organise a British Pavilion at this event. M. Dempsey ext. 7246. Cut off date passed.

DAMASCUS: International Trade Fair. 15 July-1 August 1978. The Department of Trade may organise an Information Stand. J. M. Milne ext. 602. Cut off date not applicable.

FRANKFURT: International Trade Fair (Autumn). 27-30 August 1978. Joint ventures with appropriate trade associations. J. Irving ext. 690. Cut off date not yet arranged.

TEHRAN: International Trade Fair. 19 September-1 October 1978. The Department of Trade may organise a British Pavilion. J. M. Milne ext. 602. Cut off date passed.

PLOVDIV: International Trade Fair. 3-10 September 1978. The Department of Trade may organise a British Pavilion. H. Giles ext. 7213. Cut off date passed.

ALGIERS: International Trade Fair. 20 September-6 October 1978. The Department of Trade may organise an Information Stand. J. M. Milne ext. 602. Cut off date not applicable.

LEIPZIG: International Autumn Fair. 3-10 September 1978. Joint ventures with:
British Surgical Export Group.
Society of Motor Manufacturers' and Traders.
Government Information Stand.
M. J. Dempsey ext. 7246. Cut off date passed.

NAIROBI: Nairobi International Show. September-October 1978. Joint venture with appropriate trade association. S. J. Seaman ext. 571. Cut off date passed.

WARSAW: British Technical Week. October 1978. Seminar/Symposium with London Chamber of Commerce. M. J. Dempsey ext. 7246. Cut off date passed.

BAGHDAD: International Fair. 1-15 October 1978. The Department of Trade will organise a British Pavilion. P. G. H. Robinson ext. 7314. Cut off date passed.

BUCHAREST: International Trade Fair (TIB '78). 5-14 October 1978. The Department of Trade will organise a British Pavilion. H. Giles ext. 7213. Cut off date passed.

LIMA PACIFIC: International Trade Fair (Tecnomin, Tecnoforest, Andimec). 3-12 November 1978. Joint venture with the London Chamber of Commerce. Ms A. V. Woodward ext. 576. Cut off date 28.4.78.

EAST BERLIN: British Technical Week. November 1978. Seminar/Symposium with London Chamber of Commerce. M. J. Dempsey ext. 7246. Cut off date not yet arranged.

MEXICO CITY: British Industrial Exhibition. 8-17 November 1978. All British Exhibition organised by the Department of Trade. Ms A. V. Woodward ext. 576. Cut off date not yet arranged.

1979

FRANKFURT: International Trade Fair (Spring). 4-8 March 1979. Joint ventures with appropriate trade associations. J. Irving ext. 690. Cut off date not yet arranged.

LEIPZIG: International Spring Fair. March 1979. Joint venture with appropriate trade association. M. J. Dempsey ext. 7246. Cut off date not yet arranged.

CAIRO: International Fair. March 1979. The Department of Trade may organise a British Pavilion. P. G. M. Robinson ext. 7314. Cut off date not yet arranged.

HANOVER: Hanover Fair. April 1979. Official Information Office and joint ventures with the appropriate trade associations. Ms. C. Miller ext. 7203. Cut off date 1.9.78.

CASABLANCA: International Trade Fair. April-May 1979. Official Information Stand manned by the British Consulate-General, Casablanca. J. Milne ext. 602. Cut off date not applicable.

BUDAPEST: International Spring Fair. May 1979. The Department of Trade may organise a British Pavilion at this event. M. J. Dempsey ext. 7246. Cut off date not yet arranged.

POZNAN: International Trade Fair. June 1979. The Department of Trade may organise a British Pavilion at this event. M. J. Dempsey ext. 7246. Cut off date not yet arranged.

LISBON: International Fair (FIL). June 1979. Joint venture with appropriate trade association. Ms. P. A. Norfield ext. 7092. Cut off date not yet arranged.

BARCELONA: International Fair. June 1979. Joint venture with appropriate trade association. Ms. P. A. Norfield ext. 7092. Cut off date not yet arranged.

FRANKFURT: International Trade Fair (Autumn). 26-29 August 1979. Joint ventures with appropriate trade associations. J. Irving ext. 690. Cut off date not yet arranged.

TEHRAN: International Trade Fair. September 1979. The Department of Trade may organise a British Pavilion. J. Milne ext. 602. Cut off date not yet arranged.

NAIROBI: Nairobi International Show. September-October 1979. Joint venture with appropriate trade association. S. J. Seaman ext. 571. Cut off date not yet arranged.

Agriculture, forestry, fishing and agricultural machinery

1978

FRANKFURT: International Agricultural Exhibition (DLG). 28 April-4 May 1978. Joint venture with:
British Agricultural Export Council.
Agricultural Engineers' Association.
Miss H. A. V. Smith ext. 7201. Cut off date passed.

REGGIO EMILIA: Pig Fair. 28 April-1 May 1978. Joint venture with National Pig Breeders' Association. P. Crowe ext. 325. Cut off date passed.

HAMILTON, NEW ZEALAND: Agricultural Field Days. 15-17 June 1978. Display of Agricultural Equipment through local agents of UK manufacturers. Mrs W. M. MacIver ext. 7093. Cut off date passed.

MOSCOW: Agricultural Machinery, Equipment and Instruments Exhibition. 31 August-14 September 1978. Joint venture with the British Agricultural Export Council. H. Giles ext. 7213. Cut off date passed.

RIO DE JANEIRO: 16th World Poultry Congress. 17-21 September 1978. Joint venture with the British Agricultural Export Council. Ms A. V. Woodward ext. 576. Cut off date passed.

NAIROBI: Nairobi International Show. September-October 1978. Joint venture with appropriate trade association. S. J Seaman ext. 571. Cut off date passed.

PEKING: Foreign Countries Agricultural Machinery Exhibition. 20 October-3 November 1978. British Pavilion sponsored by B.O.T.B. J. Ackroyd ext. 7317. Cut off date 5.78.

BOSTON: Commercial Fishing Exhibition. 25-28 October 1978. Joint venture with Westminster Chamber of Commerce. Miss M. Thorogood ext. 7094. Cut off date 16.5.78.

1979

HARRISBURG: Pennsylvania Farm Show. January 1979. Joint venture with appropriate trade associalion. R. D. Chapman ext. 7097. Cut off date July 1978.

TULARE: California Farm Equipment Show. February 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date July 1978.

TORONTO: Canada Farm Show. February 1979. Joint venture with appropriate trade association R. D. Chapman ext. 7097. Cut off date August 1978.

PARIS: 50th International Agricultural Machinery Exhibition (SIMA). March 1979. Joint venture with appropriate trade association. Miss H. Goldberg. ext. 7205. Cut off date 29.9.78.

VERONA: International Agricultural Fair. March 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.9.78.

PARIS: International Agricultural Exhibition. March 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 30.9.78.

FOGGIA: Agricultural Fair. April-May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 30.9.78.

REGGIO EMILIA: Pig Fair. April-May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.10.78.

HANOVER: International Trade Fair for Machinery and Equipment for the Wood Industry (LIGNA). May 1979. Joint venture with appropriate trade association. Miss S. Parkes ext. 7201. Cut off date not yet arranged.

HANOVER: International Exhibition of Poultry and Pig Production. June 1979. Joint venture with appropirate trade assocation. Miss S. Parkes ext. 7201. Cut off date not yet arranged.

SEATTLE: Commercial Fishing Exhibition. October 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet. arranged.

NAIROBI: Nairobi International Show. September-October 1979. Joint venture with appropriate trade association. S. J. Seaman ext. 571. Cut off date not yet arranged.

Aircraft and aeronautical equipment

1978

HANOVER: International Air Show. 24 April-4 May 1978. Joint venture with Society of British Aerospace Companies. Miss S. Parkes ext. 7045. Cut off date passed.

1979

PARIS: 33rd International Aeronautics and Space Exhibition. June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 20.10.78.

Books and periodicals

1978

BOLOGNA: International Book Fair for Children and Youth. 1-4 April 1978. Joint venture with Book Development Council. P. Crowe ext 325. Cut off date passed.

WARSAW: International Book Fair. 17-22 May 1978. Joint venture with Book Development Council. M. Dempsey ext 7246. Cut off date passed.

ATLANTA: Annual Convention and Exhibition of the American Booksellers' Association. 27-30 May 1972. Joint venture with Book Development Council. Miss L. E. Novell ext. 7204. Cut off date passed.

KANSAS CITY: Special Libraries Association Congress. 11-15 June 1978. Joint venture with Association of Learned and Professional Society of Publishers. Miss L. E. Novell, ext. 7204. Cut off date passed.

FRANKFURT: International Book Fair. 18-23 October 1978. Joint venture with appropriate sponsor. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

1979

BRUSSELS: International Book Fair. March 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

BOLOGNA: International Book Fair for Children and Youth. April 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.11.78.

USA: Annual Convention and Exhibition of the American Booksellers' Association. May 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

FRANKFURT: International Book Fair. 10-15 October 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

Building, public works and construction equipment

1978

TEHRAN: International Construction Fair. 29 April-6 May 1978. Joint venture with the Building Materials Export Group. J. M. Milne ext. 602. Cut off date passed.

PARIS: 11th International Public Works and Building Equipment Exhibition (Expomat). 19-27 May 1978. Joint venture with Federation of Manufacturers of Construction Equipment and Cranes. Miss H. Goldberg ext. 7205. Cut off date passed.

JOHANNESBURG: International Building Exhibition. 9-17 August 1978. Joint venture with Building Materials Export Group. S. J. Seaman ext. 571. Cut off date passed.

DUBAI: International Construction Exhibition. 29 October-4 November 1978. British group with:
Building Materials Export Group.
Federation of Manufacturers of Construction Equipment and Cranes.
P. G. H. Robinson ext. 7314. Cut off date passed.

SINGAPORE: International Transportation Maintenance and Ancillary Products Show. 25-29 November 1978. The Department of Trade intends organising a British Pavilion. P. A. Greig ext. 7099. Cut off date 14.4.78.

BAHRAIN: Arabbuild. 26-30 November 1978. British group:
Building Materials Export Group.
P. G. H. Robinson ext. 7314. Cut off date passed.

1979

LAS VEGAS: National Association of Home Builders' Exposition. January 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

ATLANTA: World of Concrete Exposition. January 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

COPENHAGEN: The Scandinavian Building Exhibition (Building for Billions). 24 February-4 March 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

BRUSSELS: International Building Materials and Accessories Exhibition (Batibouw). February 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 30.6.78.

STUTTGART: International Shutter and Blinds Fair (R79). 8-11 March 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

MADRID: International Building and Construction Exhibition (FICOP). April/May 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

PARIS: International Building Materials Exhibition (BATIMAT). November 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 23.6.78.

Chemicals and allied industries, including plastics

1978

MUNICH: International Trade Exhibition and Congress for Bio-Chemical Analysis (Analytica). 18-22 April 1978. Joint venture with the Scientific Instrument Manufacturers' Association. J. Irving ext. 690. Cut off date passed.

PARIS: International Plastics and Rubber Exhibition (Europlastique). 13-21 June 1978. Joint venture with British Plastics Federation. Miss H. Goldberg ext. 7205. Cut off date passed.

DRESDEN—German Democratic Republic: Federation of European Biochemists' Society (FEBS '78). 2-8 July 1978. Joint venture with the British Laboratory Ware Association. M. Dempsey ext. 7246. Cut off date passed.

GOTHENBURG: International Chemical Trade Fair (KEMI '78). 7-10 November 1978. Joint venture with British Laboratory Ware Association. Miss L. M. O'Brien ext. 7207. Cut off date passed.

TOKYO: International Plastics Fair. November 1978. Joint venture with appropriate trade association. J. L. Ackroyd ext. 7317. Cut off date not yet arranged.

1979

SINGAPORE: Asian International Chemical and Process Engineering and Contracting Show (Chem Asia). 16-19 January 1979. The Department of Trade may organise a British Pavilion at this event. P. A. Greig ext. 7099. Cut off date passed.

HOUSTON: Petro-Expo. Petrochemical and Refining Exhibition. April 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date September 1978.

CHICAGO: National Plastics Exposition. 18-23 June 1979. Joint venture with British Plastics Federation. R. D. Chapman ext. 7097. Cut off date 23.6.78.

DUSSELDORF: International Fair for the Plastics Industry (Kunststoffe). 10-17 October 1979. Joint venture with appropriate trade association. Mrs. C. Miller ext. 7203. Cut off date 19.5.78.

NEW YORK: Exposition of Chemical Industries. December 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date December 1978.

Clothing

1978

PARIS: International Exhibition of Women's Ready to Wear Clothing (Pret-a-Porter). 8-12 April 1978. Joint venture with Clothing Export Council of Great Britain. Miss H. Goldberg ext. 7205. Cut off date passed.

DUSSELDORF: International Fashion Fair (IGEDO). April 1978. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date passed.

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BMT

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OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

COLOGNE: International Men's Fashion Week. 25-27 August 1978. Joint venture with appropriate trade association. Miss S. Parkes. ext. 7045. Cut off date not yet arranged.

PARIS: Children's Fashionwear Exhibition. 9-12 September 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7011. Cut off date 1.4.78.

PARIS: European Menswear Exhibition (Autumn Session) SEHM. 9-12 September 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7011. Cut off date passed.

DUSSELDORF: International Fashion Trade Fair (IGEDO DESSOUS). 11-14 September 1978. Joint venture with appropriate trade association. Mrs C. Miller. Cut off date not yet arranged.

COPENHAGEN: 26th Scandinavian Fashion Week. 14-17 September 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

NEW YORK: European Fashion Fair. September 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

NEW YORK: National Outerwear and Sportswear Association Supplies Exhibition (NOSA). October 1978. Joint venture with Leather Institute. J. E. Henderson ext. 318. Cut off date passed.

COLOGNE: International Fair for the Child. October 1978. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date 1.5.78.

DUSSELDORF: International Fashion Trade Fair (IGEDO). October 1978. Joint venture with appropriate trade association. Mrs C. Miller. Cut off date not yet arranged.

PARIS: International Exhibition of Women's Ready to Wear Clothing (Pret-a-Porter). October 1978. Joint venture with appropriate trade association. Miss L. Cape ext. 7211. Cut off date 1.6.78.

1979

PARIS: Children's Fashion Wear Exhibition. February 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 28.4.78.

PARIS: Knitting Industries Exhibition. February 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.5.78.

PARIS: European Menswear Exhibition (SEHM) Spring Session. February 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211) Cut off date 7.7.78.

COLOGNE: Fair for Children and Young People. March 1979. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

COPENHAGEN: 27th Scandinavian Fashion Week 15-18 March 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

PARIS: International Exhibition of Women's Ready to Wear Clothing (Pret-a-Porter). March 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 9.1.79.

NEW YORK: European Fashion Fair. March 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (IGEDO). April 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

COLOGNE: International Men's Fashion Week. August 1979. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

PARIS: European Menswear Exhibition (Autumn Session). September 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.2.79.

PARIS: Children's Fashion Exhibition. September 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.2.79.

DUSSELDORF: International Fashion Trade Fair (IGEDO DESSOUS). September 1979. Joint venture with appropriate trade association. Mrs. C. Miller ext. 7203. Cut off date not yet arranged.

COPENHAGEN: International Fashion Fair. 13-16 16 September 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

NEW YORK: European Fashion Fair. September 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

PARIS: International Exhibition of Women's Ready to Wear Clothing. October 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.5.79.

NEW YORK: National Outerwear and Sportswear Association Supplies Exhibition (NOSA). October 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (IGEDO). October 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

COLOGNE: International Fair for the Child. October 1979. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

Display and shop equipment

1978

DUSSELDORF: 5th European Fair Modern Shopfitting and Display with Congress (Euroshop). 7-11 April 1978. Joint venture with Shop and Display Equipment Association. Miss L. M. O'Brien ext. 7207. Cut off date passed.

Engineering, electrical and electronic, including radio and television

1978

PARIS: Exhibition of Electronic Components. 3-8 April 1978. Joint venture with Electronic Components Industry Federation. Miss L. A. Cape ext. 7211. Cut off date passed.

LAS VEGAS: National Association of Broadcasters Convention and Exhibition. 9-12 April 1978. Joint venture with the Electronic Engineering Association. Miss F. C. Cooleen ext. 7097. Cut off date passed.

CANNES: International Television Programme Market (MIP-TV). 21-27 April 1978. Joint venture with Film Production Association of Great Britain. Miss H. Goldberg ext. 7205. Cut off date passed.

STOCKHOLM: International Instrument and Measurements Techniques Trade Fair (IM). 24-28 April 1978. Joint venture with Sira Institute Ltd. Miss L. M. O'Brien ext. 7207. Cut off date passed.

BRUSSELS: Computer Peripheral, Small Computer and Systems Exhibition (Compec). 9-11 May 1978. Joint venture with London Chamber of Commerce and Industry. Miss H. Goldberg ext. 7205. Cut off date passed.

BOSTON: Institute of Electrical and Electronic Engineering (Electro). 23-25 May 1978. Joint venture with the Electronic Engineering Association. R. D. Chapman ext. 7097. Cut off date passed.

ANAHEIM: National Computer Conference. 5-8 June 1978. Joint venture with Business Equipment Trade Association. R. Grindley ext. 7242. Cut off date passed.

CHICAGO: Summer Consumer Electronics Show. 10-13 June 1978. Joint venture with Federation of British Audio. R. Grindley ext. 7242. Cut off date passed.

DUSSELDORF: Fourth International HI-FI Exhibition. 18-24 August 1978. Joint venture with Federation of British Audio. Miss S. Parkes ext. 7045. Cut off date passed.

TOKYO: Japan Audio Show September 1978. Joint venture with Federation of British Audio. J. L. Ackroyd ext. 7317. Cut off date not yet arranged.

LOS ANGELES: Western Electronic Show and Convention (Wescon). 12-14 September 1978. Joint venture with Electronic Engineering Association. R. D. Chapman ext. 7097. Cut off date 31.3.78.

ZURICH: Semicon-Europa. 12-14 September 1978. Joint venture with Electronic Engineering Association. Ms P. A. Norfield ext. 7092. Cut off date passed.

WIESBADEN: Military Electronics (Defence Equipment) Exhibition. 3-5 October 1978. Joint venture with Electronic Engineers Association. Miss H. A. V. Smith ext. 7201. Cut off date 7.4.78.

PHILADELPHIA: Instrument Automation Conference (ISA). 16-19 October 1978. Joint venture with Scientific Instrument Research Association. R. D. Chapman ext. 7097. Cut off date passed.

TOKYO: Electronics Show. October 1978. Joint venture with appropriate trade association. J. L. Ackroyd ext. 7317. Cut off date not yet arranged.

PARIS: Exhibition and Conference on Automatic Testing (ATE). 24-26 October 1978. Joint venture with Electronic Engineering Association. Miss H. Goldberg ext. 7205. Cut off date passed.

SINGAPORE: International Exhibition of Electrical and Electronic Equipment (Enex). 6-10 November 1978. Joint venture with British Electrical and Allied Manufacturers' Association. P. A. Greig ext. 7099. Cut off date passed.

MUNICH: International Trade Fair for Production in the Electronic Industry (Electronica). 9-15 November 1978. Joint venture with the Electronic Components Industry Federation. J. Irving ext. 690. Cut off date passed.

1979

PARIS: 14th International Lighting Exhibition. January 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 1.6.78.

DALLAS: National Association of Broadcasters' Convention and Exhibition (NAB '79). 25-28 March 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date December 1978.

BILBAO: International Electronic, Automation and Electrical Industry Technical Exhibition. March 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

PARIS: Festival Du Son. March 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.7.78.

ANAHEIM: National Electronic Packaging and Production Conference and Exhibition (Nepcon West). March 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date September 1978.

NEW YORK: Institute of Electrical and Electronic Engineering (Electro '79). March 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date October 1978.

CANNES: International Television Programme Market (MIP-TV). April 1979. Joint venture with the appropriate trade association. Miss H. Goldberg. Cut off date not yet arranged.

PARIS: Exhibition of Electronic Components. April 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

USA: National Electronic Packaging and Production Show (Nepcon East). June 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date January 1979.

CHICAGO: Consumer Electronics Show. June 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

MONTREUX: International Television Equipment Exhibition. June 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

USA: National Computer Conference. June 1979. Joint venture with apropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

SAN FRANCISCO: Western Electronics Show (Wescon). September 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date April 1979.

BASLE: International Exhibition of Industrial Electronics and Electrical Engineering (Ineltec). September 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

VIENNA: International Industrial Electronic Exhibition. October 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 30.4.79.

DALLAS: Intelcom '79 (International Telecommunications Exposition). October 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut of date April 1979.

ZURICH: Semi-Conductor Equipment and Material Convention (Semicon—Europa). October 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

MUNICH: Exhibition and Contress for Electronics Production (Productronica). 6-10 November 1979. Joint venture with appropriate trade association. J. Irving ext. 690. Cut off date not yet arranged.

MILAN: Instrumentation and Automation Exhibition (BIAS). November 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 31.5.79.

BRNO: International Engineering Fair. 13-21 September 1978. Joint ventures with:
Birmingham Chamber of Industry.
Scientific Instrument Manufacturers' Association.
Federation of Manufacturers of Construction Equipment and Cranes. M. Dempsey ext. 7246. Cut off date passed.

HAMBURG: Ship and Machinery Exhibition. 26-30 September 1978. Joint venture with British Marine Equipment Council. Miss H. A. V. Smith ext. 7201. Cut off date passed.

STOCKHOLM: International Technical Fair. 12-18 October 1978. Joint venture with Engineering Industries Association. Miss L. M. O'Brien ext. 7207. Cut off date 31.3.78.

JOHANNESBURG: Materials Handling and Physical Distribution Exhibition. 16-29 October 1978. Joint venture with appropriate trade association. S. J. Seaman ext. 571. Cut off date not yet arranged.

PHILADELPHIA: Triple Engineering Show. 7-9 November 1978. Joint venture with Association of Hydraulic Equipment Manufacturers. Miss M. Thorogood ext. 7094. Cut off date 15 May 1978.

ESSEN: 5th International Sheet Metal Working and Forming Exhibition (BLECH '78). 7-11 November 1978. Joint venture with Birmingham Chamber of Industry and Commerce. Miss H. A. V. Smith ext. 7201. Cut off date passed.

GOTHENBURG: Scanautomatik — Hydraulics, Pneumatics, and Automation Trade Fair. 28 November-2 December 1978. Joint venture with Association of Hydraulic Equipment Manufacturers Ltd. Miss L. M. O'Brien ext. 7207. Cut off date passed.

PARIS: 17th International Mechanical Handling Exhibition (Manutention). 5-13 December 1978. Joint venture with Mechanical Handling Engineers' Association. Miss H. Goldberg ext. 7205. Cut off date passed.

1979

SAN DIEGO: Gas Turbine Conference and Products Show. 12-15 March 1979. Joint venture with BEAMA. R. D. Chapman ext. 7097. Cut off date 1.9.78.

Engineering, other

1978

CHICAGO: Design Engineering Show and Conference. 17-20 April 1978. Joint venture with London Chamber of Commerce and Industry. Miss M. Thorogood ext. 7094. Cut off date now passed.

CHICAGO: Plant Engineering and Maintenance Show. 17-20 April 1978. Joint venture with London Chamber of Commerce and Industry. Miss M. Thorogood ext. 7094. Cut off date now passed.

GOTHENBURG: Machine Tools Exhibition (ISM '78). 20-25 April 1978. Joint venture with the Machine Tools Trades' Association. Miss L. M. O'Brien ext. 7207. Cut off date passed.

BUENOS AIRES: 3rd International Machine Tool Exhibition. 12-21 May 1978. Joint venture with Machine Tool Trades' Association. Ms A. V. Woodward ext. 576. Cut off date now passed.

BRUSSELS: International Industrial Equipment Exhibition. 28 May-1 June 1978. Joint venture with Birmingham Chamber of Commerce and Industry. Miss H. Goldberg ext. 7205. Cut off date passed.

MOSCOW: 'Internepcon' Exhibition. 29 May-7 June 1978. Joint venture with City of Westminster Chamber of Commerce. H. Giles ext. 7213. Cut off date passed.

SEOUL: All British Exhibition (British Industrial Scientific Technology Exhibition). 5-10 June 1978.
Sponsors:
Scientific Instrument Manufacturers' Association.
Contact L. J. Nolder tel 727 2614.
British Health-Care Export Council.
Contact J. Harris tel. 01-262 2641.
Gauge and Toolmakers' Association.
Contact A. R. Smith tel. High Wycombe (0494) 444645
J. H. Cohen ext. 663. Cut off date passed.

BASLE: International Wire Exhibition. 20-24 June 1978. Joint venture with International Wire and Machinery Association. Ms P. A. Norfield ext. 7092. Cut off date passed.

CHICAGO: International Machine Tool Show. 6-15 September 1978. Joint venture with Machine Tool Trades Association. Miss M. Thorogood, ext. 7094. Cut off date passed.

JOHANNESBURG: Electra and Mining Exhibition. 11-15 September 1978. Joint venture with British Electrical and Allied Manufacturers Association and London Chamber of Commerce. S. J. Seaman ext. 571. Cut off date passed.

SYDNEY: International Engineering Exhibition. 11-16 September 1978. The Department of Trade will organise a British Pavilion. Mrs W. M. MacIver ext. 7093. Cut off date passed.

HELSINKI: International Technical Fair (machine tools and tools), 12-16 September 1978. Joint venture with Birmingham Chamber of Industry and Commerce. Miss L. M. O'Brien ext. 7207. Cut off date passed.

BASLE: International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques. 12-16 September 1978. Joint venture with British Laboratory Ware Association. Ms P. A. Norfield ext. 7092. Cut off date passed.

How the British Overseas Trade Board can help you promote your goods overseas

Under the direction of the British Overseas Trade Board's Export Services and Promotions Division, the Department of Trade supports British firms at trade promotions overseas through its Fairs and Promotions Branch.

In 1977, the British Overseas Trade Board supported some 7,200 firms exhibiting at 304 trade fairs in 48 countries, and 19 store promotions. In 1977, 226 outward missions were supported and some 2,650 firms were helped in that way.

Joint ventures

Under its joint venture scheme the BOTB provides space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, for joint ventures held outside western Europe, the BOTB pays half the return tourist air fares of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event. Firms taking part in a joint venture display will be charged £6 per sq m of space and shell stand occupied. FOR JOINT VENTURES TAKING PLACE AFTER 1 APRIL 1978, THE CHARGE WILL BE £15 PER SQ. METRE. A discount of 50 per cent on these new rates will be available to firms for their first two participations at a particular joint venture.

British pavilions

At some overseas trade fairs, usually those where participation is organised on a national basis, the BOTB organises British pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British pavilion, provided the event is held outside western Europe, are also eligible for assistance similar to that given under the joint venture scheme towards the costs of representatives' travel and of returning unsold exhibits.

Symposia

In certain circumstances British firms taking part in symposia organised in association with a trade association may be given support.

Information stands

At the more important trade fairs, especially in western Europe, the BOTB provides an official information stand staffed by diplomatic service commercial officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

British Export Marketing Centre, Tokyo (see also page 15)

Up to 10 official export promotions and trade exhibitions will be held each year in the British Export Marketing Centre in Tokyo. These will be arranged in conjunction with a trade association. In addition the centre is available to British companies or their agents in Japan for mounting individual product exhibitions or promotions.

Store promotions

Promotions of British goods involving a substantial volume of new buying are put on by overseas department stores. The BOTB assists the store by providing an agreed contribution towards the store's promotional expenses.

Outward missions

Trade missions to overseas markets are sponsored by a trade association, chamber of commerce or similar non profit-making body. Their purpose is to assess the prospects for British exports in selected markets or to sell or to promote the sale of British products. For approved outward missions the BOTB contributes towards the costs of each participant according to a fixed scale.

Inward missions

The BOTB through the Special Export Services Branch offers financial assistance to trade associations and other non profit-making bodies sponsoring visits to Britain by groups of overseas businessmen wishing to purchase British products or assess the latest developments in British industry.

1

OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

LOS ANGELES: Western Metal and Tool Exposition (Westec). March 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

CHICAGO: Plant Engineering and Maintenance Show (PEMEC). May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

HANOVER: International Trade Fair for Machinery and Equipment for the Wood Industry (LIGNA). May 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7201. Cut off date not yet arranged.

TORONTO: National Industrial Production Show. May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

CHICAGO: Design Engineering Show. May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

DUSSELDORF: International Foundry Trade Fair (GIFA). 9-15 June 1979. Joint venture with Foundry Equipment and Supplies Association Ltd. Mrs. C. Miller ext. 7203. Cut off date passed.

DUSSELDORF: International Trade Fair of Metallurgical Technology and Equipment (METEC). 16-22 June 1979. Joint venture with the Birmingham Chamber of Industry and Commerce. Mrs C. Miller ext. 7203. Cut off date 19.5.78.

FRANKFURT: Chemical Engineering Exhibition and Congress (Achema). 17-23 June 1979. Joint ventures with appropriate trade associations. Miss H. A. V. Smith ext. 7201. Cut off date 29.7.77.

PARIS: 7th International Hydraulics and Compressed Air Exhibition (Mecanelem). June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

DUSSELDORF: 3rd International Trade Exhibition for Industrial Furnaces and Thermic Production Presses (Thermprocess '79). 9-22 June 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

STOCKHOLM: International Technical Fair. October 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

USA: Triple Engineering Show. October/November 1979. Joint venture with Engineering Industries Association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

ZURICH: 9th International Hydraulics and Pneumatic Exhibition. 29 October-3 November 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

ZURICH: International Trade Fair for High Precision Techniques Dimensional Measurement and Control (Microtechnic). November 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

UTRECHT: International Mechanical Handling Exhibition (Invia). November 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 31.5.79.

Foodstuffs, food machinery, hotel and catering equipment

1978

SINGAPORE: Food and Catering Exhibition. 26-29 April 1978. Joint venture with London Chamber of Commerce. P. A. Greig ext. 7099. Cut off date passed.

SYDNEY: International Catering Trade Fair. 7-11 May 1978. Joint venture with London Chamber of Commerce. Mrs W. M. MacIver ext. 7093. Cut off date passed.

NEW YORK: National Fancy Food and Confection Show. 9-12 July 1978. Joint venture with British Food Export Council. Miss L. E. Novell ext. 7204. Cut off date passed.

BOLOGNA: International Foodstuffs Exhibition (SIA). 1-11 June 1978. Joint venture with British Food Export Council. P. Crowe ext. 325. Cut off date passed.

MOSCOW: Equipment and Machinery for Food Industry Trade and Public Catering Establishments. 4-17 July 1978. Joint venture with London Chamber of Commerce. H. Giles ext. 7213. Cut off date passed.

MUNICH: International Food Industry Trade Fair (IKOFA). 15-20 September 1978. Joint venture with the British Food Export Council. Miss H. A. V. Smith ext. 7201. Cut off date passed.

GOTHENBURG: Hotel and Restaurant Exhibition (Interfood-Interest '78). 10 13-October 1978. Joint venture with London Chamber of Commerce and Industry. Miss L. M. O'Brien ext. 7207. Cut off date passed.

PARIS: International Hotel and Catering Equipment (Equiphotel). 15-23 October 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

PARIS: International Food Exhibition (SIAL). 13-18 November 1978. Joint venture with British Food Export Council. Miss L. A. Cape ext. 7211. Cut off date passed.

DUSSELDORF: International Hotel and Restaurant Trade Fair (**Hogatec '78**). 11-15 November 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

1979

AMSTERDAM: International Hotel, Cafe, and Restaurant Exhibition (Horecava). 8-11 January 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092 Cut off date 30.4.78.

BRNO: International Food Salon (Salima '79). February 1979. Joint venture with London Chamber of Commerce. M. Dempsey ext. 7246. Cut off date not yet arranged.

COLOGNE: International Sweets and Biscuits Fair (ISM). February 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date 1.9.78.

TOKYO: Japan Beverage Exhibition. 14-17 February 1979. Joint venture with appropriate trade association. J. Ackroyd ext. 7317. Cut off date not yet arranged.

TOKYO: Hoteres and Foodex Exhibition. March 1979. Joint venture with appropriate trade association. J. Ackroyd ext. 7317. Cut off date not yet arranged.

COPENHAGEN: International Food Fair. April 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

BOLOGNA: International Foodstuffs Exhibition (SIA). May/June 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 14.12.78.

CHICAGO: National Fancy Food and Confection Show. June 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

COLOGNE: International Fine Foods and Provisions Exhibition (ANUGA). September 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

MALMO: 9th International Hotel and Restaurant Show (RESTA IX). October 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien, ext. 7207. Cut off date not yet arranged.

PARIS: International Hotel and Catering Equipment Exhibition. October 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

DUBLIN: International Food and Drink Exhibition. October 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

BASLE: International Hotel and Catering Exhibition (IGEHO). November 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

BARCELONA: Hotel Management Maintenance Equipment and Gastronomy Exhibition (Hogarotel) November/December 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

Footwear

1978

DUSSELDORF: European Footwear Samples Display (GDS). September 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

MILAN: International Footwear and Leather Show (MICAM). 1-4 September 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date passed.

1979

NEW YORK: National Shoe Fair. February 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

BOLOGNA: International Shoe and Leather Fair. March 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 31.8.78.

DUSSELDORF: European Footwear Samples Display (GDS). March 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

DUSSELDORF: European Footwear Samples Display (GDS). September 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

MILAN: International Footwear Show (MICAM). September 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 31.3.79.

ATLANTIC CITY: Footwear Manufacturing Conference. October 1979. Joint venture with appropriate trade associationl Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

Furniture, furnishings, household equipment and hardware

1978

HIGH POINT, NORTH CAROLINA: Southern Furniture Exhibition. 13-21 April 1978. Joint venture with British Furniture Manufacturers' Federated Association. J. E. Henderson ext. 318. Cut off date passed.

COPENHAGEN: Scandinavian Furniture Fair. 3-7 May 1978. Joint venture with British Furniture Manufacturers' Federated Associations. Miss L. M. O'Brien ext. 7207. Cut off date passed.

CHICAGO: National Exposition of Contract Interior Furnishings (Neocon). 14-16 June 1978. Joint venture with British Carpets Export Promotion Council. J. E. Henderson ext. 318. Cut off date passed.

PARIS: 12th International Carpet and Floor Covering Exhibition. 10-13 June 1978. Joint venture with British Carpets Manufacturers' Association. Miss H. Goldberg ext. 7205. Cut off date passed.

CHICAGO: National Hardware Show. 14-17 August 1978. Joint venture with:
Gardenex.
Hardware Manufacturers Association..
Miss L. E. Novell ext. 7204. Cut off date passed.

MILAN: International Furniture Fair. 22-27 September 1978. Joint venture with British Furniture Manufacturers' Federated Association. P. Crowe ext. 325. Cut off date passed.

LYONS: International Furniture Exhibition (Meuropam). 7-10 October 1978. Joint venture with British Furniture Manufacturers' Federated Association. Miss H. Goldberg ext. 7205. Cut off date passed.

HIGH POINT, NORTH CAROLINA: High Point Southern Furniture Exhibition. 19-27 October 1978. Joint venture with British Furniture Manufacturers' Federated Association. J. E. Henderson ext. 318. Cut off date passed.

KORTRIJK: International Biennial of Interior Design (Interieur '78). 21-29 October 1978. Joint venture with Design Council. Miss L. Cape ext. 7211. Cut off date passed.

VALENCIA: International Furniture Fair. October. 1978. Joint venture with appropriate trade association Ms P. A. Norfield ext. 7092. Cut off date passed.

TORONTO: International Interior Design Show. November 1978. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

BRUSSELS: International Furniture Show. November 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 1.4.78.

1979

PARIS: 10th International Furniture Exhibition January 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date. passed.

CHICAGO: National FloorcoveringsMart. January 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtextil). 10-14 January 1979. Joint venture with appropriate trade associations Miss H. A. V. Smith ext. 7201. Cut off date not yet. arranged.

COLOGNE. International Hardware Fair. February 1979. Joint ventures with appropriate trade associations Miss S. J. Parkes ext. 7045. Cut off date not yet arranged..

COLOGNE: International Houseware Fair. February 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

COLOGNE: International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica). February 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date 1.9.78.

HIGH POINT, NORTH CAROLINA: High Point Southern Furniture Exhibition. April 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Out off date not yet arranged.

COPENHAGEN: Scandinavian Furniture Fair. May 1979. Joint venture with appropriate trade association Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

COLOGNE: International Accessory, Machinery and Materials Fair for Furniture Production, Interior Decoration and Furnishing (Iterzum). May 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

MILAN: Carpets and Furnishing Textile Fair. May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 30.11.78.

CHICAGO: National Exposition of Contract Interior Furnishings (Neocon). June 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

PARIS: International Carpet and Floor Exhibition. June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

CHICAGO: National Hardware Show. August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

LYONS: International Furniture Exhibition (Meuropam). October 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date ot yet arranged.

HIGH POINT, NORTH CAROLINA: High Point Southern Furniture Exhibition. October 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

VALENCIA: International Furniture Fair. October 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

TORONTO: International Interior Design Show. November 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

BASLE: International Hotel and Catering Exhibition (IGEHO). November 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

BRUSSELS: International Furniture Show. November 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

1980

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtex). 9-13 January 1980. Joint ventures with appropriate trade associations. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

Gas and oil extraction and distribution including offshore activities

1978

SAO PAULO: International Exhibiton (Energy '78). 10-16 April 1978. Joint venture with the Council of British Manufacturers of Petroleum Equipment. Ms A. V. Woodward ext. 576. Cut off date passed.

HOUSTON: 10th Annual Offshore Technology Conference. 8-11 May 1978. Joint venture with the Association of British Oceanic Industries (ABOI). R. D. Chapman ext. 7097. Cut off date passed.

AMSTERDAM: European Exhibition for Petroleum Technology (Petrotech). 23-26 May 1978. Joint venture with CBMPE. Ms. P. A. Norfield ext. 7092. Cut off date passed.

CALGARY: National Petroleum Show. 13-15 June 1978. Joint venture with CBMPE. R. D. Chapman ext. 7097. Cut off date passed.

RIO DE JANEIRO: Offshore Brazil Exhibition. 27-30 June 1978. Joint venture with Association of British Oceanic Industries (ABOI). Ms A. V. Woodward ext. 576. Cut off date passed.

STAVANGER: Oil and Gas Exploitation Exhibition (Offshore North Sea). 5-8 September 1978. Joint venture with Association of British Oceanic Industries. Miss L. M. O'Brien ext. 7207. Cut off date passed.

MONTE CARLO: International LNG and LPG Technology Exhibition and Conference (Gastech). 7-11 November 1978. Joint venture with CBMPE. Miss. H. V. Goldberg ext. 7205. Cut off date passed.

1979

BAHRAIN: Middle East Oil Show. 25-29 March 1979. The Department of Trade may organise a British Pavilion. P. G. H. Robinson ext. 7314. Cut off date May 1978.

HOUSTON: 11th Annual Offshore Technology Conference. May 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date October 1978.

TULSA: International Petroleum Exposition. 10-13 September 1979. Joint venture with CBMPE. R. D. Chapman ext. 7097. Cut off date 21.4.78.

HOUSTON: Gastech LNG/LPG Conference and Exhibition. November 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date May 1979.

Heating and ventilating

1978

TOKYO: Heatex and Buildex. 26-30 September 1978. Joint venture with appropriate trade association. R. I. Elliot ext. 360. Cut off date not yet arranged.

1979

PHILADELPHIA: International Air Conditioning, Heating, Refrigerating Exposition. 29 January-February 1979. Joint venture with Heating, Ventilating and Air Conditioning Manufacturers Association. Miss M. Thorogood ext. 7094. Cut off date 17.4.78.

FRANKFURT: 10th International Sanitation, Heating and Air Conditioning Exhibition (ISH). 27-31 March 1979. Joint venture with appropriate trade association. J. Irving ext. 690. Cut off date passed.

PARIS: 6th International Heating, Refrigerating and Air Conditioning Exhibition (Interclima). June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

TOKYO: Heatex and Building Exhibition. September 1979. Joint venture with appropriate trade association. J. Ackroyd ext. 7317. Cut off date not yet arranged.

Horticulture and horticultural equipment

1978

COLOGNE: International Garden Trade Fair.

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1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

September 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date *not yet arranged.*

COLOGNE: *International Garden Trade Fair.* 30 September-3 October 1978. Joint venture with Gardenex. Miss S . J. Parkes ext. 7045. Cut off date passed.

Hospital, medical, surgical and dental equipment

1978

MALMO: International Medical Care Exhibition. *4-7 April 1978. Joint venture with British Health-Care Export Council.* Miss L. M. O'Brien ext. 7207. Cut off date passed.

POZNAN: International Trade Fair for Medical Equipment (Salmed). 16-21 April 1978. Joint venture with *British Health-Care Export Council. M. Dempsey ext. 7246. Cut off date passed.*

STUTTGART: *Trade Fair for Opticians (Optica).* 29 April-3 May 1978. Joint venture with London Chamber of Commerce. J. Irving ext. 690. Cut off date *passed.*

KYOTO: 23rd International Congress of Opthalmology. *13-18 May 1978. Joint venture with the Guild of British Dispensing Opticians.* J. L. Ackroyd ext. 7317. Cut off date passed.

HAMBURG: Exhibition for Hospital Equipment and Supplies (FAB). 30 May-2 June 1978. Joint *venture with the British Health-Care Export Council.* Miss H. A. V. Smith ext. 7201. Cut off date passed.

TEHRAN: *International Medical Fair (Iranmed).* 10-17 June 1978. Joint venture with British Health-Care Export Council. J. M. Milne ext. 602. Cut off date passed.

PARIS: 5th European Congress of Anaesthesiology. 4-9 September 1978. Joint venture with British Health-Care Export Council. Miss L. A. Cape ext. 7211. Cut off date passed.

MILWAUKEE: Off-Highway Vehicle Equipment Exhibition. 11-14 September 1978. Joint venture with the Society of Motor Manufacturers and Traders. R. C. Grindley ext. 7242. Cut off date 15.2.78.

MELBOURNE: Hospmedex '78. 14-19 September 1978. Joint venture with British Health-Care Export Council. Mrs W. M. MacIver ext. 7093. Cut off date passed.

TOKYO: World Congress of Cardiology. 17-23 September 1978. Joint venture with British Health-Care Export Council. R. I. Elliott ext. 360. Cut off date passed.

WASHINGTON: World Congress on Nuclear Medicine. 18-21 September 1978. Joint venture with British Health-Care Export Council. Miss M. Thorogood ext. 7094. Cut off date 3.7.78.

KYOTO: 14th World Congress of Sicot. 16-20 October 1978. Joint venture with British Health-Care Export Council. R. I. Elliott ext. 360. Cut off date passed.

CHICAGO: American Society of Anaesthesiologists. 21-25 October 1978. Joint venture with British Health-Care Export Council. Miss M. Thorogood ext. 7094. Cut off date 17.4.78.

ZURICH: International Trade Fair for Hospital and Medical Equipment (IFAS). 31 October-4 November 1978. Joint venture with British Health-Care Export Council. Ms P. A. Norfield ext. 7092. Cut off date 21.4.78.

NEW ORLEANS: American Association for Respiratory Therapy Exhibition. 11-14 November 1978. Joint venture with British Health-Care Export Council. Miss M. Thorogood ext. 7094. Cut off date 17.4.78.

DUSSELDORF: International Exhibition and Congress on Diagnostics (Medica). November 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date 1.6.78.

1979

ST. LOUIS: *26th Congress of the Association of* Operating Room Nurses. 4-9 March 1979. Joint venture with appropriate trade association. Miss M. *Thorogood ext. 7094. Cut off date July 1978.*

OSLO: Nor—Modex '79. 24-29 April 1979. Joint *venture with appropriate trade association. Miss L. M.* O'Brien. ext. 7207. Cut off date not yet arranged.

ZAGREB: *Medicine and Medical Aids Exhibition.* May 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 16.10.78.

UTRECHT: International Hospital Equipment Exhibition (Medica '79). May 1979. Joint venture *with appropriate trade association. P. Crowe ext. 325.* Cut off date 15.11.78.

BRUSSELS: *10th International Exhibition of* Medical and Hospital Equipment. October 1979. Joint venture with appropriate trade association. Miss *L. A. Cape ext. 7211. Cut off date not yet arranged.*

Jewellery and giftware

1978

BASLE: Swiss Industries Fair (6th European Watch, Clock and Jewellery Fair). 15-24 April 1978. Joint ventures with:
Export Council for the British Jewellery and Giftware Federation.
British Clock and Watch Manufacturers' Association.
Ms P. A. Norfield ext. 7092. Cut off date passed.

NEW YORK: International Jewellery Trade Show. *July 1978. Joint venture with Export Council for the British Jewellery and Giftware Federation.* Miss L. E. Novell ext. 7204. Cut off date passed.

CHICAGO: Gift Show. 30 July-4 August 1978. Joint venture with Export Council for the British *Jewellery and Giftware Federation. Miss L. E. Novell ext.* 7204. Cut off date passed.

NEW YORK: Gift Show. *August 1978. Joint venture* with Westminster Chamber of Commerce. Miss L. E. Novell ext. 7204. Cut off date 3.4.78.

LOS ANGELES: Pacific Jewellery Show. 19-21 August 1978. Joint venture with Export Council for the British Jewellery and Giftware Federation. Miss L. E. Novell ext. 7204. Cut off date passed.

PARIS: 66th Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca). 7-12 September 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date passed.

HELSINKI: International Trade Fair Consumer Goods. 3-12 November 1978.

1979

BASLE: Swiss Industries Fair (7th European Watch, Clock and Jewellery Fair). April 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

PARIS: The Business Gifts Fair. April 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

NEW YORK: International Jewellery Trade Show. July 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

NEW YORK: Gift Show. August 1979. Joint venture with appropriate trade association. Miss L. E. Novell 7204. Cut off date not yet arranged.

LOS ANGELES: Pacific Jewellery Show. August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

PARIS: 67th Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca). September 1979. Joint venture with appropriate trade association. Miss H. Goldberg. Cut off date not yet arranged.

Laundry and allied services

1978

FRANKFURT: International Laundry and Dry Cleaning Exhibition (IWC). 4-11 June 1978. Joint venture with the Society of Laundry Engineers' and Allied Trades. Miss H. A. V. Smith ext. 7201. Cut off date passed.

1979

LAS VEGAS: World Educational Laundering and Cleaning Congress—Clean '79. 26-29 March 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

Leather, leather goods and fur

1978

PARIS: International Leather Week. 9-12 Septem*ber 1978. Joint venture with*
British Leather Federation
Skin, Hide and Leather Traders Association.
Miss H. Goldberg ext. 7205. Cut off date passed.

1979

BOLOGNA: International Shoe and Leather Fair. March 1979. Joint venture with appropriate trade asso*ciation. P. Crowe ext. 325. Cut off date 31.8.78.*

PARIS: International Leather Week. September *1979. Joint venture with appropriate trade association.* Miss H. Goldberg ext. 7205. Cut off date 6.3.79.

Motor vehicles, motor cycles and cycles

1978

GENEVA: International Exhibition for the Vehicle Industry (SITEV). 23-26 May 1978. Joint venture with Society of Motor Manufacturers and Traders. Ms P. A. Norfield ext. 7092. Cut off date passed.

LOS ANGELES: Imported Automobile Show. *May 1978. Joint venture with appropriate trade association.* R. Grindley ext. 7242. Cut off date 1.4.78.

COLOGNE: International Bicycle and Motor Cycle Exhibition (IFMA). 23-26 September 1978. Joint venture with CMCA Service Co Ltd. Mrs C. Miller ext. 7203. Cut off date passed.

FRANKFURT: International Exhibition of Automobile Workshop and Gararage Equipment (Automechanika). 23-27 September 1978. Joint venture with the Society of Motor Manufacturers and Traders Ltd. J. Irving ext. 690. Cut off date passed.

PHILADELPHIA: International Electric Vehicle Exposition. 3-5 October 1978. Joint venture with Westminster Chamber of Commerce. R. D. Chapman ext. 7097. Cut off date 14.4.78.

PARIS: International Motor Exhibition. 5-15 October 1978. Joint venture with the Society of Motor Manufacturers and Traders. Miss L. A. Cape ext. 7211. Cut off date passed.

CHICAGO: Automotive Parts and Accessories Association Show (APAA). 17-19 October 1978. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date 1.5.78.

MUNICH: International Transport Exhibition (Transport '78). 17-21 October 1978. Joint venture with London Chamber of Commerce and Industry. Miss H. A. V. Smith ext. 7201. Cut off date passed.

LAS VEGAS: International Motorcycle Aftermarket Exposition. October 1978. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

TOKYO: Tokyo Motor Show. November 1978. Joint venture with appropriate trade association. J. L.Ackroyd ext. 7317. Cut off date not yet arranged.

1979

SALZBURG: International Trade Exhibition for Spares, Accessories, Tools, Workshop and Service Station Equipment (Autozum). January 1979. Joint venture with appropriate trade association. P. Crowe ext. 327. Cut off date 30.7.78.

MONTREAL: International Motor Show. January 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date 15.12.78.

TORONTO: Automobile Show. February 1979. Joint venture with Society of Motor Manufacturers and Traders. M. P. Marshall, ext. 7242. Cut off date 5.1.79.

MALMO: Motor Show. February 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

DETROIT: Society of Automotive Engineers' Exposition and Congress (SAE). February 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date July 1978.

CHICAGO: Automobile Show. February 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date 1.1.79.

CINCINNATI: Motor Cycle and Accessory Trade Show. February 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

NEW YORK: International Cycle Show. February 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

GOTHENBURG: International Trade Fair for Garages and Car Repair (Auto '79). March 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

ZURICH: International Cycle and Motorcycle Exhibition. March 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

AMSTERDAM: International Trade Fair for Garage Equipment and Motor Car Parts (Autovak). April 1979. Joint venture with appropriate trade association. Ms P. A. Nortield ext. 7092. Cut off date not yet arranged.

LOS ANGELES: Imported Automobile Show. May 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242 Cut off date 1.4.79.

PRAGUE: 6th International Show of Motorist Technique (Autoprocess). June 1979. Joint venture with appropriate trade association. M. J. Dempsey ext. 7246. Cut off date not yet arranged.

FRANKFURT: International Motor Show. 13-23 September 1979. Joint venture with appropriate trade association. J. Irving ext. 690. Cut off date not yet arranged.

COPENHAGEN: Auto-Teknik Trade Fair. September 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

PARIS: International Motor Accessories. October 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.3.79.

TOKYO: Tokyo Motor Show. October/November 1979. Joint venture with appropriate trade association. J. L. Ackroyd ext. 7317. Cut off date not yet arranged.

MILAN: International Cycle and Motor Cycle Exhibition. November 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.5.79.

Music and musical instruments

1978

CHICAGO: National Association of Music Merchants' Show. 23-27 June 1978. Joint venture with Association of Musical Instrument Industries. R. Grindley ext. 7242. Cut off date passed.

1979

CANNES: 13th International Record and Music Publishing Market (MIDEM). January 1979. Joint venture with appropriate trade associations. Miss H. Goldberg ext. 7205. Cut off date 25.9.78.

CHICAGO: National Association of Music Merchants' Show. June 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

Office machinery and equipment

1978

PARIS: 29th International Business Machines and Office Equipment (SICOB). 20-29 September 1978. Joint venture with Business Equipment Trade Association. Miss H. Goldberg ext. 7205. Cut off date 1.5.78.

CHICAGO: National Office Products Association Show (NOPA). 4-8 October 1978. Joint venture with Business Eequipment Trade Association. R. Grindley ext. 7242. Cut off date passed.

POZNAN: International Trade Fair for Office Equipment (Interbuiro). 15-20 October 1978. Joint venture with appropriate trade association. M. Dempsey ext. 7246. Cut off date not yet arranged.

COLOGNE: International Office Trade Fair (Orgatechnik). 24-29 October 1978. Joint venture with Business Equipment Trades Association. Mrs. C. Miller ext. 7203. Cut off date passed.

MADRID: International Office Equipment and Computer Exhibition (SIMO). November 1978. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

1979

MUNICH: International Congress and Exhibition for Computer Systems and their Application (Systems). 17-21 September 1979. Joint venture with appropriate trade association. J. Irving ext. 690. Cut off date not yet arranged.

PARIS: 30th International Business Machines and Office Equipment (SICOB). September 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Packaging machinery and materials, *including containers*

1978

STOCKHOLM: International Exhibition for Supplies to the Pulp, Paper, Board and Conversion Industry (SPCI). 4-7 April 1978. Joint venture with the British Paper Machinery Makers' Association. Miss L. M. O'Brien ext. 7207. Cut off date passed.

DUSSELDORF: International Fair for Packaging Materials, Confectionery Machines (Interpack). 8-14 June 1978. Joint venture with the Institute of Packaging. Mrs C. Miller ext. 7203. Cut off date passed.

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1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

MUNICH: International Transport Exhibition (Transport '78). 17-21 October 1978. Joint venture with the London Chamber of Commerce and Industry. Miss H. A. V. Smith ext. 7201. Cut off date passed.

CHICAGO: National Packaging Week. 30 October-3 November 1978. Joint venture with the Institute of Packaging. R. D. Chapman ext. 7097. Cut off date passed.

PARIS: 23rd International Packaging Exhibition. 13-18 November 1978. Joint venture with Institute of Packaging. Miss H. Goldberg ext. 7205. Cut off date passed.

1979

UTRECHT: International Packaging Exhibition (Macropak). 14-19 May 1979. Joint venture with Institute of Packaging. P. Crowe ext. 325. Cut off date 14.11.78.

BASLE: International Packaging Exhibition (Swisspack). May 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

GOTHENBURG: International Packaging Exhibition (Scanpack). October 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date January 1979.

TORONTO: Canadian National Packaging Exposition. 15-18 October 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date March 1979.

Photographic equipment

1978

BOSTON: National Microfilm Association Annual Convention Exposition. 9-12 May 1978. Joint venture with Business Equipment Trade Association. R. Grindley ext. 7242. Cut off date passed.

COLOGNE: World Fair of Photography (Photokina). 15-21 September 1978. Joint venture with British Photographic Export Group. Mrs. C Miller ext 7203. Cut off date passed.

1979

USA: National Microfilm Association Annual Convention and Exposition. May 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

PARIS: 34th International Photographic, Cinema and Optical Exhibition. November 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Pottery and glassware

1979

PARIS: 66 Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhia). January 1979. Joint venture with appropriate trade association. Miss L. Cape ext. 7211. Cut off date not yet arranged.

ATLANTIC CITY: China and Glass Show. January 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7242. Cut off date not yet arranged.

Printing, stationery and printing machinery

1978

NEW YORK: Stationery Show. 21-24 May 1978. Joint venture with British Stationery and Office Products Federation. Miss L. E. Novell ext. 7204. Cut off date passed.

NEW YORK: Graph—Expo. 16-19 October 1978. Joint venture with the British Printing Machinery Association. R. D. Chapman ext. 7097. Cut off date passed.

1979

TORONTO: Canadian Graphic Arts Show. May 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date August 1978.

NEW YORK: Stationery Show. May 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

BRNO: International Packaging and Printing Exhibition (Embax-Print). 25-30 June 1979. Joint venture with appropriate trade association. M. J. Dempsey ext. 7246. Cut off date not yet arranged.

CHICAGO: Print '80. International Graphic Arts Exposition. 12-19 April 1980. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date passed.

Scientific instruments and nuclear equipment

1978

ATLANTIC CITY: Federation of American Societies of Experimental Biology and Conference. 10-13 April 1978. Joint venture with Scientific Instrument Manufacturers' Association. Miss F. J. Cooleen ext. 7097. Cut off date passed.

MUNICH: International Trade Exhibition and Congress for Bio-Chemical Analysis (Analytica). 18-22 April 1978. Joint venture with the Scientific Instrument Manufacturers' Association, J. Irving ext. 690. Cut off date passsed.

SEOUL: All British Exhibition (British Industrial and Scientific Technology Exhibition). 5-10 June 1978. Sponsors:
Scientific Instrument Manufacturers' Association.
Contact L. J. Nolder tel. 01-727 2614.
British Health-Care Export Council.
Contact J. Harris tel. 01-262 2641.
Gauge and Toolmakers' Association.
Contact A. R. Smith tel High Wycombe (0494) 444645.
J. N. Cohen ext. 663. Cut off date passed.

BASLE: International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques. 12-16 September 1978. Joint venture with British Laboratory Ware Association. Ms P. A. Norfield ext. 7092. Cut off date passed.

BOSTON: Electro-Optics/Laser Conference and Exhibition. 19-21 September 1978. Joint venture with the London Chamber of Commerce. R. D. Chapman ext. 7097. Cut off date 21.4.78.

BASLE: International Nuclear Industries Fair (Nuclex). 3-7 October 1978. Joint venture with British Nuclear Forum. Ms P. A. Norfield ext. 7092. Cut off date passed.

GENEVA: British Exhibition of Measurement Control and Automation Equipment at Cern. 9-13 October 1978. Joint venture with British Electrical and Allied Manufacturers' Association Ltd. Ms P. A. Norfield ext. 7092. Cut off date 17.4.78.

MOSCOW: Exhibition of Scientific Instruments (Nauka '78). 12-23 October 1978. Joint venture with the Scientific Instrument Manufacturers' Association. H. Giles ext. 7213. Cut off date passed.

TOKYO: Scientific Instruments Show. 17-21 October 1978. Joint venture with Scientific Instrument Manufacturers Association. R. I. Elliott ext. 360. Cut off date not yet arranged.

PEKING: All British Scientific Instruments Exhibition/Seminar. 14-25 November 1978. Sponsored by Scientific Instrument Manufacturers' Association. L. J. Nolder, 01-727 2614. R. King ext. 7317. Cut off date passed.

1979

CLEVELAND: Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy. 5-9 March

British Export Marketing Centre Tokyo

The British Overseas Trade Board considers that the Japanese market continues to offer new and exciting growth prospects for a wide range of British exports. For a single fee of £200 firms can participate in official trade exhibitions being held in the British Export Marketing Centre, Tokyo, which was opened in September 1973. The board will provide free of charge the floor space and a shell stand and mount the exhibits. It will also arrange to ship all exhibits to Tokyo free of charge from a central point in Britain. Before each exhibition it will mount a major advertising and publicity campaign in Japan to attract potential customers. In addition, exhibiting firms will each be able to claim £505 towards the cost of sending up to two representatives to man the stands during the exhibition. The centre is available to British companies, or their agents, wishing to mount individual product exhibitions for a charge of £65 a day. It is also available to companies wishing to hold seminars and conferences and there are facilities for audio-visual presentations and catering. A charge of £6.50 an hour will be made. Further information on the centre and its facilities can be obtained from Fairs and Promotions Branch (01-248 5757 ext. 663/7317/360).
The programme of exhibitions for 1978 is now complete. The programme of exhibitions for 1979 is now under consideration and information may be obtained from the Board's Export to Japan Unit (01-248 5757 ext. 614/232).

Official British trade exhibitions April 1978 to April 1979

Aerospace Equipment Exhibition 16-20 May 1978. Sponsored by Society of British Aerospace Companies (P. Kidson, 01-839 3231). FPB contact R. I. Elliot ext. 360 .Cut off date passed.

Housewares and Gardening Exhibition 6-10 June 1978. Sponsored by Hardware Manufacturers Association (P. Kynaston, 02403 21431). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Photographic and Audio Visual Equipment Exhibition 18-22 July 1978. Sponsored by British Photographic Export Group (R. Saunders, 89-33372)' FPB contact R. I. Elliot ext. 360. Cut off date passed.

Wool and other Fabrics Exhibition. 5-9 September 1978. Sponsored by National Wool Textile Export Corporation (G. Richardson, 0274 24235/6). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Power Transmission and Control Equipment Exhibition 3-7 October 1978. Sponsored by Engineering Industries Association (Col R. E. Scott, 01-863 9188). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Materials Testing Equipment Exhibition. 7-11 November 1978. Sponsored by British Institute of Non-Destructive Testing (I. M. Barnes, 0702 354252). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Combustion and Heat Treatment Equipment. 5-9 December 1978. Sponsored by British Combustion Equipment Manufacturers' Association (D. Bramley, 073-081 2782). FPB contact R. I. Elliot ext. 360. Cut off date passed.

1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date September 1978.

DALLAS: Federation of American Societies of Experimental Biology and Conference. 8-13 April 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date not yet arranged.

FRANKFURT: Chemical Engineering, Exhibition and Congress (Achema). 17-23 June 1979. Joint ventures with
Process Plant Association.
Scientific Instrument Manufacturers Association.
British Laboratory Ware Association.
Miss H. A. V. Smith ext. 7201. Cut off date passed.

MUNICH: Exhibition for Electro-Optical Systems and their Application in Industry and Research (Laser '79). June 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

PARIS: 7th International Exhibition of Measurement Control Regulation and Automation (Mesucora). June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

ZURICH: International Trade Fair for High Precision Techniques Dimensional Measurement and Control (Microtechnic). November 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

Ships and boats

1978

HAMBURG: Shipcare Exhibition. 18-21 April 1978. Joint venture with Shiprepairers' and Shipbuilders' Independent Association. J. Irving ext. 690. Cut off date passed.

ATHENS: International Shipping Exhibition (Posidonia). 5-10 June 1978. Joint venture with:
British Marine Equipment Council.
Shipbuilders' and Repairers' National Association.
Ms P. A. Norfield ext. 7092. Cut off date passed.

HAMBURG: Ship and Machinery Exhibition. 26-30 September 1978. Joint venture with British Marine Equipment Council. Miss H. A. V. Smith ext. 7201. Cut off date passed.

CHICAGO: Marine Trades Exhibition and Conference. 28 September-1 October 1978. Joint venture with Ship and Boat Builders National Federation. J. E. Henderson ext. 318. Cut off date passed.

ANNAPOLIS: United States Sailboat Show. 5-9 October 1978. Joint venture with Ship and Boat Builders National Federation. J. E. Henderson ext. 318. Cut off date passed.

HAMBURG: EMTEC and International Boat Show. 19-29 October 1978. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

GENOA: International Boat Show. 20-30 October 1978. Joint venture with Ship and Boatbuilders National Federation. P. Crowe ext. 325. Cut off date passed.

COPENHAGEN: International Boat Show. 11-19 November 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

AMSTERDAM: International Shipbuilding, Marine Equipment and Port Equipment Exhibition (Europort). November 1978. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

1979

PARIS: International Pleasure-Boat Exhibition. January 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

DUSSELDORF: International Boat Show. January 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

MIAMI: International Boat Show. February 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

AMSTERDAM: International Sail and Power Boat Show (Hisa). March 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

TOKYO: International Boat Show. March/April 1979. Joint venture with appropriate trade association. J. Ackroyd ext. 7317. Cut off date not yet arranged.

OSLO: International Shipping Exhibition (Nor-Shipping '79). May 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

CHICAGO: Marine Trades Exhibition and Conference. September 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

HAMBURG: EMTEC and International Boat Show. 20-28 October 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

ANNAPOLIS: United States Sailboat Show. October 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

GENOA: International Boat Show. October 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.3.79.

COPENHAGEN: Boat Show. 10-18 November 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

Sports goods and camping equipment including caravans

1978

PARIS: Caravan and Mobile Home Exhibition. 28 September-8 October 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date passed.

COLOGNE: International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA). September 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

1979

CHICAGO: National Sporting Goods Association Show. February 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

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1 OVERSEAS FAIRS AND SYMPOSIA

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ESSEN: International Exhibition for Horse Sports. Leisure time Riding and Horsekeeping (Equitana '79). 7-12 March 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

COLOGNE: International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA). September 1979. Joint ventures with appropriate trade associations. Miss S. J. Parkes ext. 7045 Cut off date not yet arranged.

COLOGNE: International Exhibition of Sports Facilities and Bath Installations. October 1979. Joint ventures with appropriate trade associations. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

Textiles and textiles machinery

1978

GREENVILLE—SOUTH CAROLINA: American Textile Machinery Exhibition (International ATME-1). 27 April-5 May 1978. Joint venture with British Textile Machinery Association. Miss K. M. Thorogood ext. 7094. Cut off date passed.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). 28-31 May 1978. Joint venture with the National Wool Textile Export Corporation. J. Irving ext. 690. Cut off date passed.

ATLANTA: Bobbin Show. 20-22 September 1978' Joint venture with the Clothing Institute. Miss M. Thorogood ext. 7094. Cut off date passed.

POZNAN: International Textile, Clothing and Shoe-Making Machinery Exhibition (Intermasz). 15-20 October 1978. Joint venture with appropriate trade association. M. Dempsey ext. 7246. Cut off date not yet arranged.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). 21-24 November 1978. Joint venture with appropriate trade association. J. Irving ext. 690. Cut off date not yet arranged.

1979

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtextil). 17-21 January 1979. Joint venture with appropriate trade associations. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). 15-18 May 1979. Joint venture with appropriate trade association. J. Irving ext. 690. Cut off date not yet arranged.

ATLANTA: Knitting Arts Exhibition. May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date January 1979.

ATLANTA: Bobbin Show. September 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

1980

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtextil). 17-21 January 1980. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

Toys and games

1979

NUREMBERG: International Toy Fair. 3-9 February 1979. Joint venture with appropriate trade association. J. Irving ext. 690. Cut off date not yet arranged.

NEW YORK: American Toy Fair. February 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

Watches and clocks

1978

BASLE: Swiss Industries Fair (6th European Watch, Clock and Jewellery Fair). 15-24 April 1978. Joint venture with:
Export Council for the British Jewellery and Giftware Federation.
British Clock and Watch Manufacturers' Association.
Ms P. A. Norfield ext. 7092. Cut off date passed.

1979

BASLE: Swiss Industries Fair (7th European Watch, Clock and Jewellery Fair). April 1979. Joint venture with appropriate trade association. Ms. P. A. Norfield ext. 7092. Cut off date not yet arranged.

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1978

MUNICH: International Sewage and Water Treatment Engineering Exhibition (IFAT). 5-10 June 1978. Joint venture with the SIRA Institute. Miss H.A.V. Smith ext. 7201. Cut off date passed.

SYDNEY: Environment '78. 13-18 June 1978. Joint venture with Building Centre Group. Mrs W. MacIver ext. 7093. Cut off date passed.

DUSSELDORF: International Trade Fair for Industrial Cleaning and Works Hygiene (IGB). 11-14 October 1978. Joint venture with British Electrical and Allied Manufacturers Association. Mrs C. Miller ext. 7203. Cut off date passed.

PARIS: International Industrial Cleaning and Waste Disposal Exhibition. 5-9 December 1978. Joint venture with British Electrical and Allied Manufacturers Association. Miss H. Goldberg ext. 7205. Cut off date 1.5.78.

PARIS: International Exhibition of Techniques for Control of Industrial and Urban Pollution (Pollutec). 5-9 December 1978. Joint venture with Birmingham Chamber of Industry and Commerce. Miss H. Goldberg ext. 7205. Cut off date 1.5.78.

1979

AMSTERDAM : International Cleaning and Maintenance Exhibition (Interclean). 8-11 May 1979. Joint venture with appropriate trade association. Ms. P. A. Norfield ext. 7092. Cut off date not yet arranged.

Other specialised fairs

1978

BRUSSELS: European Educational Materials Exhibition (Didacta). 10-14 April 1978. Joint ventures with:
British Educational Equipment Association.
Book Development Council.
Miss L. A. Cape ext. 7211. Cut off date passed.

SAO PAULO: International Exhibition (Energy '78). 10-16 April 1978. Joint venture with the Council of British Manufacturers of Petroleum Equipment. Ms A. V. Woodward ext. 567. Cut off date passed.

UTRECHT: Vat Subcontractors' Exhibition. 17-22 April 1978. Joint venture with the Birmingham Chamber of Industry and Commerce. P. Crowe ext. 325. Cut off date passed.

AMSTERDAM: International Exhibition for the Non-Woven Fabrics and Disposable Softgoods Industries (Index '78). 18-21 April 1978. Joint venture with London Chamber of Commerce. Ms P. Norfield ext. 7092. Cut off date passed.

GDANSK: Seminar with British Marine Export Council. April 1978. M. Dempsey ext. 7246. Cut off date passed.

WIESBADEN: International Pet Trades Fair. 5-7 May 1978. Joint venture with Pet Trade Association. Miss H. A. V. Smith ext. 7201. Cut off date passed.

DETROIT: American Ceramics Society Exposition. 8-10 May 1978. Joint venture with British Ceramic Plant and Machinery Manufacturers' Association. Miss K. M. Thorogood ext. 7094. Cut off date passed.

TORONTO: Canadian International Philatelic Exhibition (CAPEX '78). 9-18 June 1978. Joint venture with the Philatelic Traders' Society. J. E. Henderson ext. 318. Cut off date passed.

TEHRAN: International Educational and Training Equipment Exhibition. 10-17 June 1978. Joint venture with British Educational Equipment Association J. M. Milne ext. 602. Cut off date passed.

LENINGRAD: Exhibition of Equipment, including Automated and Computerised, for the Pulp and Paper Industries. 13-22 June 1978. Joint venture with the British Paper Machinery Makers' Association. H. Giles est. 7213. Cut off date passed.

RIO DE JANEIRO: Offshore-Brazil Exhibition. 27-30 June 1978. Joint venture with the Association of British Oceanic Industries. Ms A. V. Woodward ext. 576. Cut off date passed.

BASLE: International Art Fair. June 1978. Joint venture with appropriate trade association. Ms. P. A. Norfield ext. 7092. Cut off date passed.

BUENOS AIRES: Committee on Invisible Exports Seminar. 12-14 July 1975. Miss A. Woodward ext. 576. Cut off date not applicable.

CINCINNATI: International Association of Firechiefs' Annual Conference. 10-14 September 1978. Joint venture with London Chamber of Commerce and Industry. Miss M. Thorogood ext. 7094. Cut off date passed.

ESSEN: International Security and Police Equipment Exhibition (Security '78). 12-14 September 1978. Joint venture with London Chamber of Commerce and Industry. Miss H. A. V. Smith ext. 7201. Cut off date passed.

LOUISVILLE: International Woodworking Machinery and Furniture Supply Fair. 16-20 September 1978. Joint venture with:
Machine Tool Trades' Association.
Birmingham Chamber of Commerce.
Miss L. E. Novell ext. 7204. Cut off date passed.

DUSSELDORF: 5th International Fair for Industry, Trade and Handicraft (GLAS '78). October 1978. Joint venture with the Glass Manufacturers' Federation. Miss S. J. Parkes ext. 7045. Cut off date passed.

DUSSELDORF: World Hairdressing Championships. 1-3 October 1978. Joint venture with the Hairdressing Manufacturers' and Wholesalers' Association Ltd. Mrs C. Miller ext. 7203. Cut off date passed.

DUSSELDORF: International Trade Fair for Industrial Cleaning and Works Hygiene (IGB). 11-14 October 1978. Joint venture with British Electrical and Allied Manufacturers Association. Mrs C. Miller ext. 7203. Cut off date passed.

REYKJAVIK: Seminar with British Marine Equipment Council. 3-5 October 1978. Miss L. M. O'Brien ext. 7207. Cut off date passed.

ST LOUIS: Annual Convention and Exhibition of the Wire Association of America. 16-19 October 1978. Joint venture with International Wire and Machinery Association. Miss M. Thorogood ext. 7094. Cut off date 17.4.78.

MUNICH: International Transport Exhibition (Transport '78). 17-21 October 1978. Joint venture with the London Chamber of Commerce and Industry. Miss H. A. V. Smith ext. 7201. Cut off date passed.

BRUSSELS: International Biennial of Interior Design. (Interieur '78). 21-29 October 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

DUSSELDORF: 5th International Fair for Industry, Trade and Handicraft (GLAS '78). October 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date passed.

ESSEN: International Postage Stamp Exhibition. 1-5 November 1978. Joint venture with the Philatelic Traders' Society Ltd. J. Irving ext. 690. Cut off date passed.

ESSEN: 5th International Sheet Metal Working and Forming Exhibition (BLECH '78). 7-11 November 1978. Joint venture with Birmingham Chamber of Industry and Commerce. Miss H. A. V. Smith ext. 7201. Cut off date passed.

TORONTO: Materials Handling and Distribution '78. 13-16 November 1978. Joint venture with Birmingham Engineering and Building Centre. Miss M. Thorogood ext. 7094. Cut off date passed.

BRNO: International Exhibition of Welding Technology (Welding '78). 14-19 November 1978. Joint venture with appropriate trade association. M. Dempsey ext. 7246. Cut off date not yet arranged.

OSLO: 7th International Fisheries Fair (Nor Fishing '78). 20-26 November 1978. Joint venture with London Chamber of Commerce. Miss L. M. O'Brien ext. 7207. Cut off date 1.5.78.

..."Bert and Sean were absolutely magnificent"...

"By now you will have spoken to both Bert Grey and Sean Byrne with reference to the ILAFA Exhibition in Punta del Este, Uruguay. Firstly, let me say that both Bert and Sean were absolutely magnificent from start to finish. Never at any time did I feel left on my own and I felt very much that both of them were an extension of Davy who were more than prepared to put themselves out to make the exhibition a success. I feel it is safe to say that I owe them a debt that I can never repay and that I would be delighted to work with them anywhere and at any time in the world. My sincere thanks to them".

So wrote the Publicity Manager of Davy-Loewy, a Davy International company, at the end of last year after a highly successful exhibition at the Iron and Steel Congress at Punta del Este, Uruguay, 6th to 9th November, 1977.

In June the Company asked Central Display of 47-49 Bendon Valley, London, to initially submit design proposals.

After six attempts to hire local contractors, it was obvious that the only way the stand was to be successfully erected was to send two craftsmen from Central Display. The two craftsmen from Central were flown out fifteen days prior to the start of the exhibition; the stand was constructed in a local garage to act as a workshop; materials were bought locally; local antiquated transport was hired and after a considerable wrangle with the local customs. the whole stand came together in time for the opening.

Bert Grey with local hired transport.

Davy-Loewy are the largest engineering and manufacturing company in Britain of rolling mills, forging presses and ancillary equipment and in the South American market have won one of the world's largest rolling mill orders for 1978.

As for Central Display they have also won an award. In July of last year an award was given for the best working exhibition stand at the Powder Metallurgy Exhibition at Minsk, USSR. The company Davy-Loewy, the stand contractor Central Display Ltd. How we won it and how we got it out there-well-

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Industrial and Trade Fairs Limited, Head Office: Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG. *Telephone* 021-705 6707. *Telex* 337073. *Cables* Indatfa Solihull. *London Office* 9 Argyll Street, London W1V 2HA *Telephone* 01-437 1622.

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1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

NEW ORLEANS: IAAPA Outdoor Amusement and Souvenir Novelty Exposition. *November 1978.* Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

1979

USA: American Ceramic Society. April 1979. Joint venture with appropriate trade association. Miss *M. Thorogood ext. 7092. Cut off date not yet arranged.*

DUSSELDORF: European Education Materials Exhibition (17th Didacta). *27-31 March 1979. Joint* venture with appropriate trade associations. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

PIACENZA: Button Exhibition. April 1979. Joint venture with *appropriate trade association. P. Crowe. Cut off date 31.10.78.*

NEW YORK: National Premium Show. *May 1979.* Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

PARIS: International Pet Trade Fair. May 1979. Joint venture with appropriate trade association. Miss *L. A. Cape ext. 7211. Cut off date 30.10.78.*

FRANKFURT: *Chemical Engineering, Exhibition and Congress (Achema).* 17-23 June 1979. Joint ventures with:
Process Plant Association.
Scientific Instruments Manufacturers Association.
British Laboratory Ware Association.
Miss H. A. V. Smith ext. 7201. Cut off date 29.7.77.

BASLE: International Art Fair. June 1979. Joint *venture with appropriate trade association. Ms P. A.* Norfield ext. 7092. Cut off date not yet arranged.

***DUSSELDORF: 3rd International Trade Exhibition* for Industrial Furnaces and Thermic Production Presses.** (Thermprocess 79) June 1979. Joint venture *with appropriate trade association. Mrs C. Miller ext.* 7203. Cut off date not yet arranged.

USA: Annual Exhibition of Education Resources. June 1979. Joint venture with appropriate trade association. R. Grindley ext. 7097. *Cut off date not yet arranged.*

TOKYO: Fluid Power International Exhibition. *September 1979. Joint venture with appropriate trade association.* J. L. Ackroyd ext. 7317. Cut off date not yet arranged.

TOKYO: Laboratora Exhibition. October 1979. Join venture with appropriate trade association. J L. Ackroyd *ext. 7317. Cut off date not yet arranged.*

ISTANBUL: International Mining Congress and Exhibition. October 1979. Joint venture with appropriate trade association. *Ms P. A. Norfield ext. 7092. Cut* off date 1.11.78.

HELSINKI: International Technical Fair. September 1979. Joint venture with Birmingham Chamber of Industry and Commerce. Miss L. M. O'Brien ext. 7207. *Cut off date passed.*

***USA: International Association of Firechiefs'* Annual Conference.** September 1979. Joint venture with appropriate trade association. Miss M. Thorogood *ext. 7094. Cut off date not yet arranged.*

LOUISVILLE: *International Woodworking Machinery and Furniture Supply Fair.* September 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. *Cut off date not yet arranged.*

DUBLIN: International Education and Training *Exhibition and Conference (ETEX).* *September* 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet *arranged.*

UTRECHT: International Security Exhibition (Security). *October 1979. Joint venture with appro*priate trade association. P. Crowe ext. 325. Cut off date 1.4.79.

USA: Annual Convention and Exhibition of the *Wire Association of America.* *October 1979. Joint* venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

NEW ORLEANS: IAAPA Outdoor Amusement and Souvenir Novelty Exposition. *November 1979. Joint venture with appropriate trade association.* R. Grindley ext. 7242. Cut off date not yet arranged.

DUSSELDORF: Industrial Safety and Factory Hygiene Exhibition and Congress. November 1979. *Joint venture with appropriate trade association. Mrs* C. Miller ext. 7203. Cut off date not yet arranged.

2 STORE PROMOTIONS

Where BOTB support is planned or under consideration

BOTB contact for all Store Promotions: T. G. Webb, tel. 01-248 5757 ext 7090 or ext 7183.

1978

ONTARIO: *26 April-3 May 1978.* Loblaws (Food Promotion) 138 stores. Mr Shipton, Vice-President (Merchandising), Loblaws, Toronto, Ontario.

BRITISH COLUMBIA: 26 June-12 August 1978. Woodwards Ltd *(Food Promotion). Mr A. Robinson, Woodwards Stores* (London) Ltd, 'Londwood' at Cadogan Pier, Chelsea Embankment, London SW3 5RQ, 01-351 3388.

BREMEN, HANOVER *and 9 other cities in* W. Germany: August-September 1978. Horten. Herr Dencker, Horten Import Department, Horten AG, Am Seestern 1, 4000 Dusseldorf.

NEW YORK: Autumn 1978. Bloomingdales Menswear Promotion. Mr Dan Lewis, Associated Merchandising Corporation, 1B Baker Street, London W1, 01-486 4721.

HELSINKI: Autumn 1978. Puckeva Oy. Inquiries Mr Ray Jaari (Vice-President Marketing) Kaisaniemenkatu, 00100 Helsinki 10.

COPENHAGEN: 22 September-2 October 1978. Illum. Peter Husum (Merchandise Director), AC Illum A/S, *Ostergade 52, 1001 Copenhagen.*

CHICAGO: *25 September-14 October 1978. Marshall* Field. Mr P. le Pelly, Marshall Field (London office), Westmoreland House, 127 Regent Street, London W1, *01-734 4785.*

1979

MELBOURNE and other cities: February/March 1979. *Myer. F. W. Stevens, Myer European Buying Ltd, Melbourne House, 8-12 Brook Street, London W1Y 2AN,* 01-499 1543.

TOKYO and other cities. Autumn 1979. Inquiries: Mitsukoshi (UK) Ltd, 5th Floor, Kent House, 87 Regent *Street, London W1R 8NB, 01-437 6346.*

DALLAS: October 1979 (2 weeks). *Nieman Marcus (speciality store). Godfrey Jenkins, Gimbel Brothers,* Elsey House, 24-30 Great Titchfield Street, London W1P 8ED, 01-637 3931.

3 MISSIONS

Where BOTB support is planned or under *consideration*

INWARD MISSIONS

Overseas Visitors' Bureau contact for *general inquiries relating to inward* missions: T. Williams, tel. 01-248 5757 ext. 463.

ALREADY ARRANGED

Hong Kong, May 1978: Hospital Equipment. British Health Care Export Council (J. Harris 01-580 7912).

UNDER CONSIDERATION

Austria, April 1978: Ladies' Outerwear. Clothing *Export Council (T. P. Randle 01-734 9744).*

Global, April 1978: Security Equipment and *Systems.* *British Security Industry Association* (J. E. Forbat 01-389 4400).

France, April 1978: Foodstuffs. British Food Export Council (P. C. Platten 01-480 6594/5).

Romania, 1978: Mining Equipment. Association of British Mining Equipment Exporters (R. Buckley 0742 *21071). No agreed date yet.*

Denmark, April 1978: *Footwear.* *British Footwear* Manufacturers Association (Mrs C. M. Long 01-437 5573).

West Germany, April 1978: Golf Course Architects. (H. Sharp 01-248 5757 ext. 361).

Canada, May 1978: Machine Tools. Machine Tools Trades Association (H. E. Wallace 01-402 6672).

Brazil, May 1978: Mining Equipment. Association of British Mining Equipment Exporters *(R. Buckley 0742 21071).*

Nigeria, May 1978: Brewery Equipment. Allied Brewery Traders Association (J. A. Ingoldsby 01-691 3950).

Global, May 1978: Control Equipment. Control and Automation Manufacturers Association (J. W. Christopher 01-437 0678).

EEC information

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The unit's address is:
EEC Information Unit,
Department of Industry,
1 Victoria Street,
London SW1H 0ET.
Tel. 01-215 4301 (six lines).

Singapore, May 1978: Building Materials. Building Centre (W. Bridge 01-637 1022).

Belgium, May 1978: Footwear. British Footwear Manufacturers Association (Mrs C. M. Long 01-437 5573).

Egypt, May 1978: Textile Machinery. British Textile Machinery Association (E. H. Smallwood 061-834 2991).

Australia, June 1978: Hand Tools. Federation of British Hand Tool Manufacturers (W. R. Eccles 0742 663084).

Czechoslovakia, June/July 1978: Book Publishing. Book Development Council (Miss O. Checkley 01-580 6321).

Korea, June/July 1978: Book Publishing. Book Development Council (Miss O. Checkley 01-580 6321).

Global, June 1978: Army Equipment Exhibition. Ministry of Defence (Col. P. Griffin 01-218 0395).

Korea, September 1978: Machine Tools. Machine Tool Trades Association (H. E. Wallace 01-402 6672).

Belgium, September 1978: Foodstuffs. British Food Export Council (P. C. Platten 01-480 6594/5).

Finland/Denmark/Norway, September 1978: Foodstuffs. British Food Export Council (P. C. Platten 01-480 6594/5).

Colombia, September 1978: Mining Equipment. Association of British Mining Equipment Exporters (R. Buckley 0742 21071).

Austria, October 1978: Hand Tools. Federation of British Hand Tool Manufacturers (W. R. Eccles 0742 663084).

Venezuela, October 1978: Mining Equipment. Association of British Mining Equipment Exporters (R. Buckley 0742 21071).

South Africa: Audio Visual Aids. Industrial Council for Education and Training Technology (J. Wright 01-437 0678).

Mexico: Railway Officials. British Railway Industry Export Group (D. L. Bartlett 01-262 3232 ext. 5982).

Iran: Machine Tools. Machine Tool Trades Association (H. E. Wallace 01-402 6671).

Germany: Agricultural Equipment. (H. Sharp 01-248 5757 ext. 361).

France: Contemporary/Modern Kitchen Furniture. Kitchen Furniture Manufacturers Association (P. Kynaston 02403 21431).

OUTWARD MISSIONS

Africa

1978

Nigeria 4-18 April 1978. Building Materials Export Group. (A. Maynard, 01-636 6920). FPB contact P. Crowe ext. 325. Cut off date passed.

South Africa 1-19 April 1978. Scottish Council Development and Industry (D. S. Reid, 031-225 7911). FPB contact S. J. Seaman ext. 571. Cut off date passed.

Nigeria 22 April-5 May 1978. Federation of Sussex Industries (Mrs N. Potter, Brighton 26189). FPB contact P. Crowe ext. 325. Cut off date passed.

Algeria 5-11 May 1978. London Chamber of Commerce. (M. Petheram, 01-248 4444). FPB contact J. M. Milne ext. 602. Cut off date passed.

South Africa 6-21 May 1978. Engineering Industries Association (Miss V. A. How, 01-863 9188). FPB contact S. F. Seaman ext 571. Cut off date passed.

Kenya, Tanzania 12-26 May 1978. Leicester Chamber of Commerce (L. Green, Leicester 27171). FPB contact S. J. Seaman ext. 571. Cut off date passed.

Nigeria 15-26 May 1978. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact P. Crowe ext. 325. Cut off date passed.

Ivory Coast 20-27 May 1978. Merseyside Chamber of Commerce and Industry (P. H. Hordley, 051-227 1234). FPB contact S. J. Seaman ext. 571. Cut off date passed.

South Africa 20 May-4 June 1978. Ship and Boat Builders' National Federation (A. D. H. Hough (01-405 7481). FPB contact S. J. Seaman ext. 571. Cut off date passed.

Nigeria 24 July-4 August 1978. Glasgow Chamber of Commerce and Industry (A. A. Duncan, 041-204 2121). FPB contact P. Crowe ext. 325. Cut off date 10.4.78.

South Africa 27 August-8 September 1978. Northern Ireland Chamber of Commerce (G. Auret, Belfast 44113). FPB contact S. J. Seaman ext. 571. Cut off date 29.5.78.

Nigeria, Ghana 6-30 September 1978. Engineering Industries Association (R. E. Scott, 01-863 9188). FPB contact P. Crowe ext. 325. Cut off date 6.4.78.

South Africa 9-24 September 1978. Birmingham Chamber of Industry and Commerce (G. Ashmore 021-454 6171). FPB contact S. J. Seaman ext. 571. Cut off date 9.5.78.

Libya 22-29 September 1978. London Chamber of Commerce (M. F. Petheram, 01-248 4444). FPB contact J. M. Milne ext. 602. Cut off date 28.5.78.

South Africa 23 September-7 October 1978. Birmingham Engineering and Building Centre (K. Haycock 021-643 1914). FPB contact S. J. Seaman ext. 571. Cut off date 24.4.78.

Ivory Coast, Libya September 1978. London Chamber of Commerce and Industry (J. Muir, 01-248 4444). FPB contact S. J. Seaman ext. 571. Cut off date 15.5.78.

Gabon, Cameroon September 1978. Birmingham Chamber of Industry and Commerce (T. L. Edgar, 021-454 6171). FPB contact S. J. Seaman ext. 571. Cut off date 15.5.78.

South Africa 14-29 October 1978. Leeds Chamber of Commerce (C. Wilson Leeds 30491). FPB contact S. J. Seaman ext. 571. Cut off date 15.5.78.

Nigeria 2-13 October 1978. Northern Ireland Chamber of Commerce (B. Chalmers 0232 34488). FPB contact P. Crowe ext. 325. Cut off date 12.6.78.

Nigeria 23 October-4 November 1978. Westminster Chamber of Commerce (J. B. Turner, 01-734 2851). FPB contact P. Crowe ext. 325. Cut off date 19.6.78.

South Africa 28 October-11 November 1978. North Staffordshire Chamber of Commerce (J. Glover 0782 44731). FPB contact S. J. Seaman ext. 571. Cut off date 29.5.78.

Americas, including the Caribbean

1978

Argentina, Paraguay, Uruguay 6-21 April 1978. London Chamber of Commerce and Industry (J. M. Worsley, 01-248 4444). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

USA 8-15 April 1978. Birmingham Chamber of Industry and Commerce (B. Carnes, 021-454 6171). FPB contact J. Henderson ext. 318. Cut off date passed.

USA 10-21 April 1978. Defence Manufacturers' Association (J. L. Jack, Guildford 73158). FPB contact Miss M. Thorogood ext. 7094. Cut off date passed.

Canada, USA 10-22 April 1978. Canada/UK Chamber of Commerce (J. W. Webber, 01-930 2794). FPB contact J. E. Henderson ext. 318. Cut off date passed.

USA, Canada 15-28 April 1978. London Chamber of Commerce and Industry (J. MacGreger, 01-248 4444). FPB contact R. Grindley ext. 7242. Cut off date passed.

USA, Canada 17-28 April 1978. Bradford Chamber of Commerce (M. A. Sewell, Bradford 28166). FPB contact R. Grindley ext. 7242. Cut off date passed.

Canada 18-30 April 1978. The Publishers' Association (Mrs O. Checkley, 01-580 6321). FPB contact Miss L. E. Novell ext 7204. Cut off date passed.

USA 24-29 April 1978. Manchester Chamber of Commerce (E. Tomlinson, 061-832 5574). FPB contact Miss L. E. Novell ext. 7204. Cut off date passed.

USA 24 April-5 May 1978. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact R. Grindley ext. 7242. Cut off date passed.

Caribbean 30 April-13 May 1978. West India Committee (Ms Anne M. Muir, 01-629 6353.) FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

Mexico, Venezuela 2-12 May 1978. Northern Ireland Chamber of Commerce (B. Walker, Belfast 34488). FPB contact Ms A. Woodward ext. 576. Cut off date passed.

USA 5-18 May 1978. Association of British Oceanic Industries (M. Armstrong, 01-930 1696. FPB contact R. D. Chapman ext. 7097. Cut off date passed.

Argentina, Chile 13-27 May 1978. Birmingham Chamber of Commerce (B. Carnes, 021-454 6171). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

Venezuela 5-10 June 1978. Federation of British Hand Tool Manufacturers (W. R. Eccles, Sheffield 663084). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

Brazil 27-30 June 1978. British Marine Equipment Council (D. E. Maxwell, 01-247 7566). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

Brazil 27-30 June 1978. Association of British Oceanic Industries (M. Armstrong, 01-930 1696). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

Canada 4-14 July 1978. British Agricultural Export Council (D. Knapman, 01-245 9819). FPB contact Miss M. Thorogood ext. 7094. Cut off date passed.

Mexico 17-29 July 1978. CBMPE (P. R. Lack 01-637 8841). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

Venezeuela 1-15 September 1978. Merseyside Chamber of Commerce (P. H. Hordley, 051-227 1234). FPB contact Ms A. V. Woodward ext. 576. Cut off date 28.4.78.

Mexico 18-30 September 1978. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact Ms. A. V. Woodward ext. 576. Cut off date 30.4.78.

USA 23 September-7 October 1978. Glasgow Chamber of Commerce (M. Neil, 041-204 2121). FPB contact R. Grindley ext. 7242. Cut off date 23.5.78.

Trinidad 25-29 September 1978. London Chamber of Commerce and Industry (J. M. Worsley, 01-248 4444). FPB contact Ms A. V. Woodward ext. 576. Cut off date 26.5.78.

Venezuela, Brazil 1-13 October 1978. Coventry Chamber of Commerce and Industry (A. Durham, Coventry 51777). FPB contact Ms A. V. Woodward ext. 576. Cut off date 1.6.78.

Canada, USA 21 October-4 November 1978. Scottish Council Development and Industry (Miss M. Bell, 031-225-7911). FPB contact J. E. Henderson ext. 318. Cut off date 23.6.78.

Asia (Far East)

1978

Singapore, Malaysia 15-29 April 1978. Birmingham Chamber of Industry and Commerce (C. J. Harvey, 021-454 6171). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Singapore, Malaysia 28 April-12 May 1978. Walsall Chamber of Commerce and Industry (N. E. Turner, Walsall 25671). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Japan, Hong Kong 10-24 May 1978. British Food Export Council (A. M. A. Battle, 01-480 6594). FPB contact J. L. Ackroyd ext. 7371. Cut off date passed.

Philippines 12-27 May 1978. Merseyside Chamber of Commerce and Industry (P. H. Hordley, 051-227 1234). FPB contact P. A. Greig, ext. 7099. Cut off date passed.

Japan 20 May-2 June 1978. Society of Motor Manufacturers and Traders (J. Nason, 01-235 7000). FPB contact R. I. Elliott ext. 360. Cut off date passed.

FPB contact

Names and telephone extensions are given *against each item for the contact at Fairs and* Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU.

01-248 5757

3

MISSIONS

Where BOTB support is planned or under consideration

Japan 10-24 June 1978. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Korea (Republic of South Korea) 26 June-6 July 1978. Birmingham Chamber of Industry and Commerce (L. Taylor, 021-454 6171). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Japan 5-10 July 1978. Export Council for the British Jewellery and Giftware Federation (J. W. F. McConnell, 01-606 2451). R. I. Elliott ext. 360. Cut off date passed.

Korea (Republic of South Korea) 28 August-7 September 1978. Scottish Council Development and Industry (D. S. Reid, 031-225 7911). FPB contact J. L. Ackroyd ext. 7317. Cut off date 10.4.78.

Japan, Hong Kong (Japan 4-14 September, Hong Kong 18-22 September) 4-22 September 1978. Westminster Chamber of Commerce (J. B. Turner, 01-734 2851). FPB contact J. L. Ackroyd ext. 7317. Cut off date 1.5.78.

Indonesia, Singapore, Hong Kong 4-22 September 1978. Building Materials Export Group (Mr Hayward, 01-636 6920). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Korea (Republic of South Korea), Philippines 11-29 September 1978. Federation of Sussex Industries (Mrs N. Potter, Brighton 26282/5). FPB contact J. L. Ackroyd ext. 7317. Cut off date 10.5.78.

Japan 18-30 September. Walsall Chamber of Commerce (N. E. Turner, Walsall 25671) FPB contact R. I. Elliott, ext. 360). Cut off date 1.4.78.

Singapore, Japan 18 September-3 October 1978. Plymouth Incorporated Chamber of Trade and Commerce (R. E. O. van der Kiste, Plymouth 21151). FPB contact R. I. Elliott ext. 360. Cut off date 22.5.78.

Thailand, Hong Kong (Thailand 23-30 September, Hong Kong 1-7 October) 23 September-7 October 1978. Birmingham Chamber of Industry and Commerce (T. H. Jackson, 021-454 6171) FPB contact R. I. Elliott ext. 360. Cut off date 23.5.78.

Korea (Republic of South Korea) 25 September-6 October 1978. North of England Development Council (R. S. Dunford, Stockton-on-Tees 612525). FPB contact J. L. Ackroyd ext. 7317. Cut off date 24.5.78.

Philippines, Thailand 29 September-14 October 1978. Agricultural Engineers' Association (E. C. Lanning, 01-828 7973/6). FPB contact P. A. Greig ext. 7099. Cut off date 30.5.78.

Japan 2-14 October 1978. Edinburgh Chamber of Commerce and Manufacturers (D. M. Mowat, 031-225 5851). FPB contact R. I. Elliott, ext. 360. Cut off date not yet arranged.

Korea (Republic of South Korea) 9-21 October 1978. London Chamber of Commerce and Industry (E. M. MacDonald, 01-248 4444). FPB contact J. L. Ackroyd ext. 7317. Cut off date 5.6.78.

Hong Kong, Singapore 9-26 October 1978. Export Association of Nottingham (Mrs B. A. Paling, Nottingham 293360). FPB contact R. I. Elliott ext. 360. Cut off date 9.6.78.

Japan 11-24 October 1978. Bradford Chamber of Commerce (M. A. Sewell, Bradford 28166). FPB contact R. I. Elliott, ext. 360. Cut off date not yet arranged.

Hong Kong 15-21 October 1978. North Western Export Club. (H. Robinshaw, 061-707 2190). FPB contact R. I. Elliott ext. 360.

Japan, Singapore (Japan 16-25 October, Singapore 30 October-4 November). 16 October-4 November 1978. Manchester Chamber of Commerce and Industry. (D. M. Arrandale, 061-832 5574). FPB contact J. L. Ackroyd, ext. 7317. Cut off date 1.6.78.

India 21 October-5 November 1978. Engineering Industries Association (Col. R. E. Scott, 01-863 9188). FPB contact P. A. Greig, ext. 7099. Cut off date 22.5.78.

Korea (Republic of South Korea) 23 October-4 November 1978. Coventry Chamber of Commerce (A. Durham, Coventry 51777). FPB contact J. L. Ackroyd ext. 7317. Cut off date 13.6.78.

Japan 23 October-7 November 1978. Northern Ireland Chamber of Commerce. (B. Kelley, Belfast 34488). FPB contact J. L. Ackroyd ext. 7317. Cut off date 9.6.78.

Japan 24 October-7 November 1978. Machine Tool Trades Association. (D. Bromige, 01-402 6671). FPB contact J. L. Ackroyd, ext. 7317. Cut off date not yet arranged.

Hong Kong, Japan (Hong Kong 30 October-3 November, Japan 6-18 November) 30 October-18 November 1978. Development Corporation for Wales. (M. Lewis, Cardiff 21208). FPB contact J. L. Ackroyd, ext. 7137. Cut off date not yet arranged.

Japan 13-24 November 1978. North of England Development Council. (A. Wilson, Stockton-on-Tees 612525). FPB contact R. I. Elliott, ext. 360. Cut off date not yet arranged.

Asia (Middle East)

1978

Lebanon, Syria, Jordan, Iraq, Iran 1-18 April 1978. Association of British Pharmaceutical Industry D. G. Nodder, 01-734 9061). FPB contact J. M. Milne ext. 602. Cut off date passed.

Egypt 8-15 April 1978. Coventry Chamber of Commerce (A. Durham, Coventry 51777). FPB contact J. M. Milne ext. 602. Cut off date passed.

Saudi Arabia 14-27 April 1978. Westminster Chamber of Commerce (J. Turner, 01-734 2851). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Lebanon, Syria, Jordan 18 April-2 May 1978. Slough and District Chamber of Commerce (B. W. Goodyear, Slough 33633). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai, Oman 23 April-16 May 1978. Leeds Chamber of Commerce (C. Wilson, Leeds 30491). FPB contact J. M. Milne ext. 602. Cut off date passed.

Egypt, Lebanon 1-11 May 1978. London Chamber of Commerce and Industry (M. Petheran, 01-248 4444). FPB contact P. C. H. Robinson ext. 7314. Cut off date passed.

Algeria 5-11 May 1978. London Chamber of Commerce. (M. F. Petheram, 01-248 4444). FPB contact J. M. Milne, ext. 602. Cut off date passed.

Iran 12-19 May 1978. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-454 6171). FPB contact J. M. Milne ext. 602. Cut off date passed.

Lebanon, Iran, Iraq 25 May-16 June 1978. Engineering Industries Association (Col. R. E. Scott, 01-863 9188). FPB contact J. M. Milne ext. 602. Cut off date passed.

Cyprus, Lebanon, Jordan 17 September-1 October 1978. Birmingham Chamber of Commerce (G. Ashmore, 021-454 6171). FPB contact P. G. H. Robinson ext. 7314. Cut off date 15.5.78.

Saudi Arabia 17 September-1 October 1978. Bristol Chamber of Commerce. (Mrs B. Childs, Bristol 37081). FPB contact P. G. H. Robinson, ext. 7314. Cut off date 15.5.78.

Libya 22-29 September 1978. London Chamber of Commerce. (M. F. Petheram, 01-248 4444). FPB contact J. M. Milne, ext. 602. Cut off date 28.5.78.

Kuwait, Abu Dhabi, Dubai, Oman 22 September-9 October 1978. Merseyside Chamber of Commerce. (P. Hordley, 051-227 1234). FPB contact P. G. H. Robinson ext. 7314. Cut off date 22.5.78.

Egypt 29 September-5 October 1978. Scottish Council Development and Industry (Miss M. Bell, 031-225 7911). FPB contact J. M. Milne ext. 602. Cut off date 26.5.78.

Saudi Arabia 2-22 October 1978. British Furniture Manufacturers Federated Associations. (J. Diab, 01-724 0857 8). FPB contact P. G. H. Robinson ext. 7314. Cut off date 15.5.78.

Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai 6-25 October 1978. Scottish Council Development and Industry. (J. D. Anderson, 031-225 7911). FPB contact J. M. Milne ext. 602. Cut off date 2.6.78.

Iran 15-25 October 1978. Merseyside Chamber of Commerce (R. H. Hordley, 051-227 1234). FPB contact J. M. Milne ext. 602. Cut off date 9.6.78.

Iraq 27 October-2 November 1978. London Chamber of Commerce and Industry (M. F. Petheram, 01-248 4444). FPB contact J. M. Milne ext. 602. Cut off date 23.6.78.

Kuwait, Bahrain, Abu Dhabi, Dubai 27 October-9 November 1978. Leicester Chamber of Commerce. (A. M. Green, Leicester 27171). FPB contact P. G. H. Robinson ext. 7314. Cut off date 23.6.78.

Syria 29 October-8 November 1978. Edinburgh Chamber of Commerce (D. M. Monat, 031-225 5851). FPB contact J. M. Milne ext. 602. Cut off date 23.6.78.

Iran 4-16 November 1978. Cardiff Chamber of Commerce. (R. C. Smale, 0222 21648). FPB contact J. M. Milne ext. 602. Cut off date 30.6.78.

Iraq 16-26 November 1978. Westminster Chamber of Commerce. (I. M. Hutchinson, 01-734 2851). FPB contact P. G. H. Robinson ext. 7314. Cut off date 10.7.78.

Yemen Arab Republic 17-26 November 1978. Birmingham Chamber of Commerce. (G. Ashmore, 021-454 6171). FPB contact P. G. H. Robinson ext. 7314. Cut off date 17.7.78.

Qatar, Abu Dhabi, Dubai, Oman 17 November-1 December 1978. Wolverhampton Chamber of Commerce. (C. J. Carder, 0902 26726). FPB contact P. G. H. Robinson ext. 7314. Cut off date 17.7.78.

Bahrain, Dubai 3-12 December 1978. Dundee and Tayside Chamber of Commerce (Mrs L. Rae, 0382 22122). FPB contact J. M. Milne ext. 602. Cut off date 7.7.78.

Iran 1-8 December 1978. London Chamber of Commerce. (M. F. Petheram, 01-248 4444). FPB contact J. M. Milne ext. 602. Cut off date 21.7.78.

Saudi Arabia 1-12 December 1978. Federation of Sussex Industries. (Mrs N. Potter, 0273 26282/5). Cut off date 1.8.78.

Iraq 8-14 December 1978. North of England Development Council. (A. Wilson, 0462 612525). FPB contact P. G. H. Robinson, ext. 7314. Cut off date 7.8.78.

Kuwait 8-15 December 1978. Birmingham Engineering and Building Centre. (D. W. Perkins, 021-643 1914). FPB contact P. G. H. Robinson ext. 7314. Cut off date 31.7.78.

Australasia

1978

Australia, New Zealand 1-22 April 1978. London Chamber of Commerce (Miss D. Wright, 01-248 4444). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 29 April-19 May 1978. Society of Motor Manufacturers and Traders (K. Wallis, 01-235 7000). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia 7-21 May 1978. British Jewellery and Giftware Federation (J. W. McConnell, 01-606 0871). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 17 May-8 June 1978. The Scottish Council Development and Industry (J. Anderson, 031-225 7911). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 1-22 June 1978. Development Corporation for Wales (M. Lewis, Cardiff 21208). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 18 July-6 August 1978. Ship and Boatbuilders' National Federation (A. D. H. Hough, Weybridge 54511). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 22 July-12 August 1978. Kent and Sussex Exporters' Club (T. Veitch, Tunbridge Wells 23039). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 5-29 August 1978. Luton, Dunstable and District Chamber of Commerce (H. H. Gore, Luton 23456/7). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 5.4.78.

Australia 30 August-20 September 1978. Gauge and Toolmakers' Association (A. R. Smith, High Wycombe 645). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 24.4.78.

Australia, New Zealand 9-30 September 1978. Engineering Industries Association (Col R. E. Scott, 01-863 9188). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 9.5.78.

Australia, New Zealand 10 September-2 October 1978. Merchant Converters' Association (R. J. Townley, 01-637 3434). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 10.5.78.

Australia and New Zealand 7-28 October 1978. Coventry Chamber of Commerce (R. Millingham, Coventry 51777). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 7.6.78.

Australia, New Zealand 21 October-11 November 1978. Dundee and Tayside Chamber of Commerce (C. W. Simms, Dundee 22122). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 21.6.78.

Australia, New Zealand 28 October-18 November 1978. Westminster Chamber of Commerce (J. Turner, 01-734 2851). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 28.6.78.

Europe

1978

Finland 10-14 April 1978. Scottish Council Development and Industry (Miss M. Bell, 031-225 7911). FPB contact Miss L. M. OBrien ext. 7207. Cut off date passed.

USSR 20-28 April 1978. Birmingham Chamber of Industry and Commerce (M. C. Peuntney, 021-454 6171). FPB contact H. M. Giles ext. 7213. Cut off date passed.

Yugoslavia 18-26 May 1978. British Agricultural Export Council. FPB contact Miss H. Goldberg ext. 7205. Cut off date passed.

Finland 22-26 May 1978. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact Miss L. M. O'Brien ext. 7207. Cut off date passed.

USSR 4-9 June 1978. Luton Chamber of Commerce (P. A. Locke, Luton 23456). FPB contact H. M. Giles ext. 7213. Cut off date passed.

German Democratic Republic 3-7 July 1978. Birmingham Chamber of Industry. (M. Pountney 021-454 6171) FPB contact M. Dempsey ext. 7246. Cut off date passed.

USSR 24-28 October 1978. Manchester Chamber of Commerce (S. C. Butler, 061-832 5574). FPB contact H. M. Giles ext. 7213. Cut off date 24.6.78.

Czechoslovakia 29 October-4 November 1978. Birmingham Chamber of Industry. (M. Pountney 021-454 6171). FPB contact M. Dempsey ext. 7246. Cut off date 2.6.78.

Czechoslovakia 20-25 November 1978. Scottish Council Development and Industry. (D. S. Reid 031-225 7911. FPB contact M. Dempsey ext. 7246. Cut off date 2.6.78.

Greece, Yugoslavia 19 November-2 December 1978. Coventry Chamber of Commerce (A. Durham, Coventry 51777). FPB contact Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Industrial news pictures

Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story.

Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

4

OTHER OVERSEAS FAIRS

Events listed in section 1 are not included in section 4.

Inquiries
Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents whose names and addresses may be obtained from the Department of Trade's Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7171).
* Event held annually at approximately the time stated.
† Event held in alternate years at approximately the time stated.

General

1978

LYON: International Trade Fair. 1-10 April 1978.

MARSEILLES: International Spring Fair. 7-17 April 1978.

METZ: International Spring Fair. 15-23 April 1978.

SAUDI ARABIA: International Trade Fair. 15-29 March 1978.

VIENNA: International Trade Fair (Spring). March 1978.*

UTRECHT: International Trade Fair (Spring). March 1978.*

SEOUL: Trade Fair. 11 April-16 May 1978.

LILLE: International Trade Fair. 14-24 April 1978.

SAARBRUCKEN: International Saar Fair. April 1978.*

MILAN: International Samples Fair. 14-23 April 1978.*

GRAZ: Spring Fair. 29 April-7 May 1978.*

BORDEAUX: International Trade Fair. 20-29 May 1978.

ADELAIDE, SOUTH AUSTRALIA: Royal Adelaide International Exposition '78. 12-28 May 1978.

PARIS: International Trade Fair (Foire de Paris). 29 April-5 May 1978.

PADUA: Padua International Fair. May/June 1978.*

TEL AVIV: International Trade Fair. 18 May-3 June 1978.

CAPE TOWN: International Consumer Goods Fair (Design for Living). 25 May-3 June 1978.

CYPRUS: 3rd International (State) Fair. 26 May-11 June 1978.

BARCELONA: International Trade Fair. 2-11 June 1978.

BUENOS AIRES: Sociedad Rural Argentina Annual Exhibition. 17 June-9 July 1978.

IZMIR: International Trade Fair. 20 August-20 September 1978.

SALONIKA: 43rd Thessaloniki Trade Fair—TIF '78. 10-24 September 1978.

BUDAPEST: International Autumn Fair (Consumer Goods Fair). 22 September-1 October 1978.

MARSEILLES: International Autumn Fair. 22 September-2 October 1978.

STRASBOURG: International Trade Fair. 7-18 September 1978.

UTRECHT: International Trade Fair (Autumn). September 1978.*

VIENNA: International Trade Fair (Autumn). September 1978.*

BERLIN: German Industries Exhibition. 16-24 September 1978.†

GRAZ: Autumn Fair. 30 September-8 October 1978.*

METZ: International Autumn Fair (Expofim). 30 September-9 October 1978.

DUSSELDORF: IKM—Capital Goods Exhibition for Small and Medium Sized Manufacturers, Craftsmen and Trade. 6-10 October 1978.

HELSINKI: International Trade Fair. Consumer Goods 3-12 November 1978.

1979

LYON: International Trade Fair. March 1979.

UTRECHT: International Spring Fair. March 1979.

METZ: International Spring Fair. March 1979.

MARSEILLES: International Spring Fair. March 1979.

LILLE: International Trade Fair. April 1979.

ZAGREB: International Spring Fair. April 1979.

BORDEAUX: International Trade Fair. May 1979.

PARIS: International Trade Fair (Foire de Paris). May 1979.

METZ: International Industrial Goods Fair (Equipex). June 1979.

NEW ZEALAND: Wellington World Trade Fair. 21 August-2 September 1979.

STRASBOURG: International Trade Fair. September 1979.

MARSEILLES: International Trade Fair. September 1979.

SAUDI ARABIA: International Fair. March 1979.

ZAGREB: International Autumn Fair. September 1979.

METZ: Internal Autumn Fair. October 1979.

1980

MARSEILLES: International Spring Fair. April 1980.

LILLE: International Trade Fair. April 1980.

Agriculture, forestry, fishing and agricultural machinery

1978

DUBAI: Middle East Farming Exhibition '78. 30 April-6 May 1978.

NOVI SAD: International Agricultural Fair. 12-21 May 1978.

MUNICH: Exhibition of the Technology of Forestry and Forest Industries (Interforst). 30 May-4 June 1978.

KLAGENFURT: Austrian Timber Fair. August 1978.*

VANCOUVER: Forest Industries Equipment Exhibition. September 1978.

PORTUGAL: Agricultural and Allied Industries International Fair (Filagro '78). November 1978.

4 OTHER OVERSEAS FAIRS

LIMA, PERU: Equipment and Machinery for the Forestry Industry (Technoforest). 3-12 November 1978.

LISBON: (Filagro) 2nd International Exhibition of Agricultural and Related Goods and Equipment. 17-26 November 1978.

1979

PARIS: Leisure Power Cultivation Show. 5-12 March 1979.

NOVI-SAD: International Agricultural Exhibition. May 1979.

Aircraft and aeronautical equipment

1978

TOULOUSE: Aeronautical and Space Exhibition. 23-26 June 1978.

ST LOUIS: 31st National Business Aircraft Exhibition. 12-14 September 1978.

1980

TOULOUSE: Aeronautical and Space Exhibition. June 1980.

Books and periodicals

1978

MONTREAL: International Book Fair. April 1978.

NICE: International Book Festival. 5-10 May 1978.

BELGRADE: International Book Fair. 23-29 October 1978.

1979

NICE: International Book Festival. May 1979.

BELGRADE: International Book Fair. October 1979.

Building, public works and construction equipment

1978

HELSINKI: International Building Fair (Finnbuild '78). 11-16 April 1978.

MALMO: International Building Trade Fair (Byggma). 20-24 May 1978.

SALONIKA: 6th International Fair for Marbles, Minerals, Building Materials Equipment (Marmin '78). 26-31 May 1978.

BUCHAREST: Construction Testing Apparatus (Testing '78). 26-29 September 1978.

ROTTERDAM: Trade Exhibition of Thermal, Acoustic, Fireproof and Cryogenic Insulation (Isolatie). September 1978.

POZNAN: International Trade Fair of Machinery Construction Implements and Building Materials (Budma). 15-20 October 1978.

BOLOGNA: International Building Exhibition. October 1978.

1979

CAIRO: International Exhibition of Building Materials and Wood Furniture. July 1979.

Chemicals and allied industries, including plastics and rubber

1978

BUCHAREST: Romplast. 4-7 April 1978.

ZAGREB: International Plastics and Rubber Exhibition (Plastex). 17-23 April 1978.

MILWAUKEE: Off-Highway Vehicle Exposition. September 1978.

TORONTO: Canadian Chemical and Process Equipment Exhibition. September 1978.

BUCHAREST: Pesticide Analysis Equipment (Pesticides). 19-22 September 1978.

1979

BRUSSELS: European Plastics Exhibition (Europlastica). March 1979.

ZAGREB: International Exhibition of Plastic and Rubber (Plastex). April 1979.

SALONIKA: International Plastics Exhibition. 12-19 May 1979.

NEW YORK: Exposition of Chemical Industries. December 1979.

Clothing

1978

LISBON: (Moda Cutono Inverno) 1st Exhibition of Footwear and Readymade Clothing. 14-19 March 1978.

PARIS: International Fur Trade Exhibition. 8-12 April 1978.

BERLIN: Fashion Week (including Interchic). April 1978.*

VIENNA: Ladies' Fashion Show. April 1978.*

ZURICH: International Fashion Show (Modexpo). April 1978.

NEW YORK: National Association of Men's Sportswear Buyers' Show (NAMSB). 2-5 April 1978.

BAGHDAD: Ready-Made Clothing. 7-16 April 1978.

WIESBADEN: International Millinery Trade Fair (Interhut). June 1978.*

BERLIN: Fashion Week (including Interchic). October 1978.*

VIENNA: Ladies' Fashion Show. October 1978.*

NEW YORK: National Association of Men's Sportswear Buyers' Show (NAMSB). October 1978.

ZURICH: International Fashion Show (Modexpo). October 1978.

MUNICH: International Fashion Week. 1-5 October 1978.

THESSALONIKA: Hellenic Fashion Fair. 2-5 October 1978.

WIESBADEN: International Millinery Trade Fair (Interhut). November 1978.*

1979

COPENHAGEN: 15th Scandinavian Menswear Fair. 11-13 February 1979.

PARIS: International Fur Trade Exhibition. March 1979.

Display and shop equipment

1979

PARIS: International Shopfitting and Trade Equipment Exhibition (Equipmag). November 1979.

Engineering, electrical and electronic, including radio and television

1978

BUCHAREST: Electronic Equipment. 28-31 March 1978.

BUCHAREST: Electrical Engineering. 11-14 April 1978.

OPORTO: 2nd International Exhibition of Electric and Electronic Equipment in Housing and Industry. 28 April-7 May 1978.

CALIFORNIA, SAN MATEO: Semicon West 1978. May 1978.

PLOVDIV: Domestic and Industrial Electronic Equipment. May/June 1978.

NEW YORK: National Electronic Packaging and Production Conference (Nepcon East). June 1978.

LISBON (Siemme). 1st International Exhibition of Goods for the Metallurgical Metal Working, Electricity and Electronics Industries. 1-10 June 1978.

SINGAPORE: South-East Asia Electronics Convention (Seacon). 9-15 July 1978.

CANNES: Market for Videocassette Programmes and Equipment (Vidcom). 22-26 September 1978.

LJUBLJANA: International Electronics Exhibition. 2-6 October 1978.

UTRECHT: Elektrotechniek Fair. October 9-14 1978.

UTRECHT: 4th European Electro-Optics Conference and Exhibition. 10-13 October 1978.

PHILADELPHIA: Instrument Automation Conference and Exhibition (ISA). 22-26 October 1978.

COPENHAGEN: Electronic '78. 27 October-2 November 1978.

1979

PARIS: International Audio Visual and Communications Exhibition. January 1979.

BAHRAIN: Middle East Electronic Communications Show and Conference (Mecom '79). 23-26 April 1979.

SALONIKA: International Engineering Exhibition. 12-19 May 1979.

PARIS: Electrical Equipment Exhibition. June 1979.

CANNES: Market for Videocassette Programmes and Equipment (Vidcom). September 1979.

TORONTO: International Electronics Exposition. September 1979.

1980

BELGRADE: International Electronics Exhibition (Electronka). February 1980.

Engineering, other

1978

PARIS: International Woodworking Machinery Exhibition (Expobois). 31 March-5 April 1978.

ZURICH: 6th International Power Transmission Exhibition. March/April 1978.

PHILADELPHIA: SME International Tool and Manufacturing Exposition and Engineering Conference. April 1978.

YEREVAN: Exhibition of Machinery and Equipment for the Extraction, Treatment and Mechanical Processing of Stone Materials. May 1978.

BAGHDAD: Hand Tools Equipment. 1-10 May 1978.

BASLE: Exhibition for Machine Tools and Tools. 24-31 May 1978.

TOKYO: International Mechanical Handling Exhibition. June 1978.

PARIS: French Machine Tool, Welding and Mechanical Equipment Exhibition. 2-9 June 1978.

ZAGREB: International Machine Tool Exhibition (BIAM). 5-10 June 1978.

BUCHAREST: Fine Mechanics Exhibitions. 13-16 June 1978.

SEOUL: The Seoul Fair for Woodworking Machinery. 26-30 June 1978.

SEOUL: The Korea International Welding Show. 15-20 July 1978.

POZNAN: International Trade Fair of Woodworking Machines (Drema). 15-20 October 1978.

LIMA, PERU: Mining Equipment and Machinery (Tecnomin). 3-12 November 1978.

DUBLIN: Engineering Ireland '78. 27-30 September 1978.

LIMA, PERU: Andean Pact Metal-Mechanical Industry (Andimec). 3-12 November 1978.

1979

PARIS: Design Engineering (Inova). 12-16 June 1979.

1980

PARIS: International Woodworking Machinery Exhibition (Expobois). April 1980.

Foodstuffs, food machinery, hotel and catering equipment

1978

BARCELONA: International Food Fair. 8-14 April 1978.

NICARAGUA: Bakery Exhibition. April 1978.

SALONIKA: 3rd International Fair of Food Beverages Equipment (DE Trop '78). 14-19 April 1978.

STUTTGART: International Trade Fair for the Hotel Catering and Bakery Trades (Intergastra). April 1978.†

CHICAGO: National Restaurant/Hotel/Motel Convention and Exhibition. May 1978.

TOKYO: International Frozen Foods Industry Exhibition. June 1978.

PARIS: International Dairy Equipment Exhibition. 26-30 June 1978.

BUDAPEST: International Exhibition of Trade and Catering Industry Equipment. 22 September-1 October 1978.

PARIS: Food Manufacturing Processing International Exhibition. 13-19 November 1978.

PARIS: International Exhibition for the Malt and Beer Industries. 13-19 November 1978.

PARIS: International Exhibition of Machinery and Techniques for the Meat Industry and Trade (Matic). 13-20 November 1978.

1979

PARIS: International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc). February 1979.

1980

PARIS: International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc). February 1980.

Furniture, furnishings, household equipment and hardware

1978

PARIS: Exhibition of Materials and Items to be used for the Manufacture of Furniture, Chairs and Bedding (Approfal). 31 March-5 April 1978.

MILAN: 6th International Exhibition of Semi-Finished Products and Accessories for Furniture, Upholstered Furniture and for the Woodworking Industry (Sasmil). 13-20 May 1978.

OPORTO, PORTUGAL: Furniture and Decorating Show (Expomovel '78). 19-28 May 1978.

TEHRAN: International Furniture and Decoration Fair. 20-26 June 1978.

PARIS: Exhibition of Interior Furnishing (Paritex). 8-12 June 1978.

MILAN: International Household Goods and Hardware Exhibition (Macef). September 1978.

BASLE: International Trade Fair for Hardware, Tools, Household and Technical Toys (Interferex). 3-5 September 1978.

STOCKHOLM: International Carpet Exhibition (Golvex). 14-17 September 1978.

PARIS: International Hardware Exhibition (Quojem). 24-27 September 1978.

LISBON: (Intercasa) 2nd Exhibition of Furniture, Interior Decoration, Lighting and Electrical Domestic Appliances. 6-15 October 1978.

SALONIKA: International Fair of Furniture, Decoration Equipment (Furnidec '78). 10-15 November 1978.

BELGRADE: International Fair of Furniture, Accessories and Interior Decoration. 20-26 November 1978.

1979

PARIS: International Arts of Home-Making Exhibition (Arts Menagers). February 1979.

PARIS: International Exhibition of Material and Items to be used for the Manufacture of Furniture, Chairs and Bedding (Approfal). April 1979.

STOCKHOLM: International Carpet Exhibition (Golvex). September 1979.

1980

PARIS: Materials and Items to be used for the Manufacture of Furniture, Chairs and Bedding (Approfal). April 1980.

Gas and oil extraction and distribution including offshore activities

1978

RIO DE JANEIRO: 1st Brazilian Petroleum Congress. 5-10 November 1978.

1979

LOS ANGELES: 6th Annual Oil Spill Conference and Instrumentation Equipment and Supplies Exposition. March 1979.

BAHRAIN: Middle East Oil Show. 25-29 March 1979.

1980

BORDEAUX: International Exhibition on the Exploitation of the Oceans, Offshore Techniques, Shipbuilding, Sea Harbours and Equipments (Oceanexpo). 4-8 March 1980.

Heating and ventilating

1978

ZURICH: International Heating, Air Conditioning and Sanitation Exhibition. Spring 1978.

STOCKHOLM: Heating, Ventilating, Sanitary and Plumbing Fair (VVS '78). 19-24 May 1978.

BUCHAREST: Air Conditioning and Ventilation. 30 May-2 June 1978.

MANILA: 1st Asian Pacific Optometric Congress. 10-14 July 1978.

TOKYO: International Heating, Air Conditioning and Sanitary Engineering Exhibition. October 1978.

1979

PARIS: International Furnace and Industrial Heating Equipment Exhibition (Eurofour). May 1979.

Horticulture and horticultural equipment

1978

KARLSRUHE: Trade Exhibition for Commercial Horticulture (Technik im Gartenbau). September 1978.†

Hospital, medical, surgical and dental equipment

1978

OYONNAX: International Exhibition of Optical Equipment (Silmo). 27 April-1 May 1978.

USA: International Society for Medical Technology Biennial Meeting and Exhibition. June 1978.

BASLE: Swiss Industries Fair - 4th International Exhibition for Medical Electronics and Bio-Engineering (Medex '78). 6-10 June 1978.

MADRID: Dental Exhibition (Expodent). 25-30 September 1978.

STOCKHOLM: Medicine '78. 29 November-2 December 1978.

1979

DUBAI: Middle East Health Care Exhibition, February 1979.

SINGAPORE: International Medical and Hospital Equipment Exhibition and Conference (Medic – Asia). 20-24 March 1979.

NUREMBERG: International Orthopaedic Technology Congress and Exhibition. 23-26 May 1979.

1980

PARIS: International Exhibition of Optical Goods and Materials (Silmo). May 1980.

Technical, Chemical, Electronics, Engineering, Medical, Legal and Commercial Translations

- FRENCH
- GERMAN
- SPANISH
- ITALIAN
- PORTUGUESE
- JAPANESE
- GREEK
- ARABIC
- RUSSIAN
- DUTCH
- SWEDISH
- FINNISH

etc., etc.

ALL LANGUAGES TRANSLATED

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TECHNICAL SPECIFICATIONS

INSTRUCTION MANUALS

LEGAL DOCUMENTS

CORRESPONDENCE · PATENTS, ETC.

4 OTHER OVERSEAS FAIRS

Jewellery and giftware

1978

PARIS: Exhibition of Art Manufacture (Ateliers d'Art). 7-12 September 1978.

1979

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). January 1979.

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). September 1979.

Laundry and allied services

1978

TORONTO: Canadian Launderers' and Dry Cleaners' Show and Car Wash Exposition. 3-5 October 1978.

Leather, leather goods and fur

1978

CASABLANCA: Textile and Leather Fair. 4-11 May 1978.

PIRMASENS: Leather Week. 9-11 May 1978.

OFFENBACH: International Leathergoods Fair. August 1978.

PIRMASENS: Leather Week. 7-9 November 1978.

1979

PARIS: Leathergoods and Luggage Exhibition. January 1979.

1980

CAIRO: International Exhibition of Leather Industry and Leather Products. October 1980.

Motor vehicles, motor cycles and cycles

1978

BELGRADE: International Motor Show. 31 March-9 April 1978.

BARCELONA: Expomovil '78. 29 April-7 May 1978.

1979

BRUSSELS: International Motor Show (Commercial Vehicles). January 1979.

BELGRADE: Internatonal Motor Show. April 1979.

Music and musical instruments

1978

SYDNEY: 4th National Musical Merchandise Exhibition. 4-7 August 1978.

Office machinery and equipment

1978

VIENNA: International Office Organisation Exhibition (Ifabo). May 1978.

BRUSSELS: 22nd International Fair of Office Equipment and Data Processing (Bureau). 13-20 September 1978.

STUTTGART: Office Equipment Trade Exhibition. 26-30 September 1978.

TEL AVIV: Office Machinery and Supplies, Reprography and Communications (Tim '78). 25-28 September 1978.

STUTTGART: Office Machinery and Office Furniture Exhibition (Das Moderne Buro). October 1978.

CAIRO: International Exhibition of Office Equipment and Electronic Computers. October 1978.

POZNAN: International Trade Fair for Office Equipment. 15-20 October 1978.

ZAGREB: International Exhibition for Data Processing Systems and Office Equipment (Interbiro). 16-21 October 1978.

1979

ZAGREB: International Exhibition of Data Processing Systems and Office Equipment (Interbiro). October 1979.

Packaging machinery and materials including containers

1978

TEL AVIV: Packaging Machinery, Equipment and Supplies Exhibition (Ispack '78). 25-28 September 1978.

PADUA: International Exhibition of Mechanical Handling, Storage, Distribution. October 1978.

BUDAPEST: International Packaging and Material Handling Exhibition. 25-29 October 1978.

1979

BRUSSELS: International Packaging Exhibition (Propack). 13-18 February 1979.

BAHRAIN: Middle East Materials Handling Show. 22-25 October 1979.

Pottery and glass

1978

PARIS: International Exhibition of China, Pottery, Silverware, Glassware, Pewter and Stainless Steel (Sife). 2-6 April 1978.

1979

PARIS: International Exhibition of China, Pottery, Silverware and Household Decoration Industries (Sife). March 1979.

Printing, stationery and printing machinery

1978

TEL AVIV: Isprint '78. 10-15 April 1978.

1979

PARIS: International Professional Stationery Exhibition (Sippa). February 1979.

Inquiries: section 4

Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents whose names and addresses may be obtained from the Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7171).

Scientific instruments and nuclear equipment

1978

BUCHAREST: Nuclear Technique Exhibition. 6-9 June 1978.

1980

BORDEAUX: International Exhibition and Colloquimon on Nuclear Techniques and new Sources of Energy (Energiexpo). January 1980.

Ships and boats

1978

BRISBANE: 'Telegraph' Boat Show. September 1978.

NEWPORT: Annual International Sailboat Show. September 1978.

FRIEDRICHSHAFEN: International Boat Show (Interboot). 30 September-8 October 1978.

OAKLAND: Northern California Marine Association Annual Boat Show. October 1978.

1979

STOCKHOLM: International Boat Show. 23 February-4 March 1979.

Sports goods and camping equipment, including caravans

1978

LISBON: (Filtel) 1st International Exhibition of the Catering and Hotel Trades, Tourism and Sports. Incorporating pleasure craft and all related articles, camping and caravanning goods and equipment. 14-23 April 1978.

PARIS: Sports and Leisure Exhibition. 10-12 September 1978.

PARIS: International Caravan Exhibition. 28 September-8 October 1978.

BERNE: Summer Sports and Textile Goods Trade Fair (Bespo). 8-10 October 1978.

1979

GRENOBLE: International Winter Sports Equipment Trade Show. March 1979.

PARIS: Sports and Leisure Exhibition (Sisel). September 1979.

Textiles and textile machinery

1979

SALONIKA: International Fair of Textile, Ready-to-Wear Equipment (Textile '79). 2-7 March 1979.

Toys and games

1979

PARIS: International Toys and Games Exhibition. February 1979.

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1978

DUBAI: Middle East Water Treatment Exhibition '78. 30 April-6 May 1978.

AMSTERDAM: International Exhibition for the Treatment, Storage and Usk of Water (Aquatech). September 1978.

HAMBURG: International Oil Pollution Exhibition and Conference (IOPEC). 26-30 September 1978.

MILAN: 5th International Exhibition (Convention on techniques, installations and equipment for water and air treatment, soil decontamination, garbage disposal and and noise. Second exhibition on techniques, plant equipment for the recovery, reutilisation and recycling of refuse.) (Antipollution '78). 31 October-4 November 1978.

Other specialised fairs

1978

MUNICH: International Light Industries and Handicrafts Fair (IHM). 11-19 March 1978.

ROTTERDAM: Trade Exhibition for Efficient Production. 4-7 April 1978.

BAHRAIN: Middle East Solar Technology Exhibition and Conference (Soltech) '78). 24-27 April 1978.

TEHRAN: 1st Afro Asian Small Scale Industry International Fair '78. 20 April-2 May 1978.

TEL AVIV: International Art Fair. 1-6 May 1978.

TEL AVIV: Modern Living '78. 18 May-3 June 1978.

STUTTGART: International Collectors' Exchange and German Weapon Fair (ISA '78). May 1978.

CHICAGO: International Security Conference and Exhibition. May 1978.

UTRECHT: International Exhibition for Technology Transfer (Tech-Transfer) '78. 8-12 May 1978.

KUALA LUMPUR: Gracious Living. 1978. 12-28 May 1978.

MEXICO: Didactica International Americana (DIA '78). 13-22 May 1978.

BUCHAREST: Metal Coating—Paintcoating Exhibition. 23-26 May 1978.

BUCHAREST: Computing Technique. 20-23 June 1978.

GOTHENBURG: Public Transport Systems in Urban Areas Trade Fair. 27-30 June 1978.

PRAGUE: XIth International Congress on Angiology (Angio '78). 2-8 July 1978. Contact M. J. Dempsey, tel 01-248 5757 ext. 7246.

JOHANNESBURG: Training and Education Exhibition. 10-14 July 1978.

ISRAEL: The Third Jerusalem Conference on Information Technology (JCIT). 6-9 August 1978.

BUCHAREST: Fitting Pumps Exhibition. 12-15 September 1978.

NEW YORK: 85th Annual Conference of International Association of Chiefs of Police. October 1978.

TOKYO: International Power Technology Exhibition. October 1978.

TOKYO: 5th International Ocean Development Exhibition. October 1978.

TOULOUSE: International Market for European Sub-Contracting (Midest). 2-6 October 1978.

HOUSTON: The International Coal Utilization Convention (Coal Technology '78). 17-19 October 1978.

BELGRADE: Advanced Educational Aids and Equipment Exhibition. 25-31 October 1978.

BUDAPEST: Trade Mark Exhibition. 25-29 October 1978.

BUCHAREST: Industrial Diamonds and Hard Alloys Exhibition. 31 October-3 November 1978.

GOTHENBERG: Anti-Corrosion and Surface Treatment Exhibition (Scancoor). 7-10 November 1978.

BUCHAREST: Asbestos Exhibition. 14-17 November 1978.

LISBON: (Vinifil) 1st International Wine Exhibition. 17-26 November 1978.

TEHRAN: Art Fair. 23 November-9 December 1978.

BUCHAREST: Cork Exhibition (raw cork slabs, cork granules, cork stoppers and cork rings). 28 November-1 December 1978.

COPENHAGEN: International Sub-contractors and Components Fair (Industrikontact '78). 28 November-1 December 1978.

1979

ZAGREB: International Fair of Transport Communications and Mechanical Handling. April 1979.

PARIS: International Surface Treatment and Industrial Finishing Exhibition. May 1979.

HAMBURG: International Transport Exhibition (IVA '79). 8 June-1 July 1979.

PARIS: International Exhibition of Prevention Safety and Protection of Mankind Environment and Property (Europrotection). September 1979.

PARIS (Le BOURGET): Technical Assembly Days. September 1979.

PARIS: Do-it-Yourself Exhibition (Bricolage). October 1979.

PARIS: International Exhibition of Cinema, Theatre and Conventional Hall Equipment (Cisco). October 1979.

PARIS: International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo-Amusexpo). 11-14 December 1979.

1980

PARIS: International Exhibition of Advanced Transported Systems (Transportexpo). 15-20 April 1980.

5

UK FAIRS

UK fairs: general inquiries contact 01-248 5757 ext. 7109

General fairs

1978

BRIGHTON: BRI EXPO Festival of the South. 5-13 August 1978. At Metropole Exhibition Centre. * Apply Lawson Organisation, Green Dragon House, 64 High Street, Croydon, Surrey CR9 2UH (01-686 5741).

Agriculture, forestry, fishing and agricultural machinery

1978

STOKE MANDEVILLE: BOCM Silcock European Poultry Fair. 3-4 May 1978. At BOCM Silcock's Poultry Development Farm. * Apply P. Matthews, BOCM Silcock Ltd, Risborough Road, Stoke Mandeville, Bucks HP22 5XW (Aylesbury (0296) 612661).

BELFAST: Royal Ulster Annual Show and Industrial Exhibition. 24-27 May 1978. At Balmoral Showground. * Apply Royal Ulster Agricultural Society, King's Hall, Balmoral, Belfast BT9 6GW (Belfast 665225).

SHEPTON MALLET: Royal Bath and West Show. 31 May-3 June 1978. At Showground. *Apply Bath and West and Southern Counties Society, Showground, Shepton Mallet, Somerset BA4 6QN (Shepton Mallet (0749) 3366).

MALVERN: Three Counties Agricultural Society's Show. 13-15 June 1978. At Malvern Show Site. * Apply Secretary, Three Counties Show, Malvern, Worcs WR13 6NW (Malvern 61731).

ABERDEEN: International Fisheries and Marine Equipment Exhibition. 14-18 June 1978. At Queens Link. Apply Eagle Exhibition Consultants Ltd, Ludgate House, 110 Fleet Street, London EC4A 2JL (01-353 4885/9).

INGLISTON: Royal Highland Show. 20-23 June 1978. At Royal Highland Showground. * Apply Royal Highland and Agricultural Society of Scotland, Ingliston, Newbridge, Midlothian EH28 8NF (031-333 24444).

NORWICH: Royal Norfolk Agricultural Show. 28-29 June 1978. At Showground, New Costessey. * Apply Royal Norfolk Agricultural Association, Dereham Road, New Costessy, Norwich NR5 0TT Norfolk. (Norwich (0603) 742000).

KENILWORTH: Royal Agricultural Show. 3-6 July 1978. At National Agricultural Centre. * Apply Royal Agricultural Society of England, National Agricultural Centre. Kenilworth, Warwicks CV8 2LG (Coventry 56151).

HARROGATE: Great Yorkshire Show. 11-13 July 1978. At the Showground. * Apply Yorkshire Agricultural Society. Great Yorkshire Showground, Hookstone Oval, Harrogate, N. Yorkshire (Harrogate 61536).

BUILTH WELLS: Royal Welsh Agricultural Show. 25-27 July 1978. At Builth Wells Showground, Llanelwedd. * Apply Royal Welsh Agricultural Society Ltd, The Showground, Llanelwedd, Builth Wells, Breconshire LD2 3SY (Builth Wells 3683).

KENILWORTH: Dairy Farming Event. 20-21 September 1978. At National Agricultural Centre. * Apply Royal Association of British Dairy Farmers, Robarts House, Rossmore Road, London NW1 6NP (01-723 8021).

LONDON: Royal Smithfield Show and Agricultural Machinery Exhibition. 4-8 December 1978. NOTE: 4 December Trade/Press Preview. At Earls Court. * Apply Smithfield Show Joint Committee, S.M.M.T. Ltd, 21-24 Grosvenor Place, London SW1X 7JF (01-235 7000).

Aircraft and aeronautical equipment

1978

FARNBOROUGH: International Air Show and Flying Display. 3-10 September 1978 (3 press only, 4-7 trade only). At Farnborough Airfield. † Apply The Society of British Aerospace Companies Ltd, 28 King Street, London SW1Y 6RD (01-839 3231/10).

Books and periodicals

1978

LONDON: The London Book Fair. 10-11 October 1978. At Inter-Continental and Grosvenor House Hotels. * Apply Exhibition Manager, CBL Publishing Development Ltd, 16 Pembridge Road, London W11 3HL (01-229 1825).

Building, public works and construction equipment

1978

GLASGOW: SCOTBUILD (The Scottish Building and Public Works Exhibition). 11-15 April 1978. At Kelvin Hall. † Apply The Scottish Industrial and Trade Exhibitions Ltd, 24 Hartington Place, Edinburgh EH10 4E (Edinburgh (031) 299 6412).

HATFIELD: SED (Site Equipment Demonstration). 18-20 April 1978. At Hatfield Demonstration Site. Apply: IPC Building Contract & Journals Ltd, Surrey House, 1 Throwley Way Sutton, Surrey SM1 4QQ (01-643 8040).

LONDON: FIP '78 (International Congress of the International Federation of Prestressing). 30 April-5 May 1978. At Wembley Conference Centre. Apply Gerald Young, The Concrete Society, Terminal House, Grosvenor Gardens, London SW1 0AJ (01-828 3351).

5 UK FAIRS

LONDON: SPECIBUILD Exhibition. 16-19 May 1978. At Olympia. † Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey (01-540 1101).

BIRMINGHAM: Public Works and Municipal Services Exhibition and Congress. 13-18 November 1978. At National Exhibition Centre. † Apply The Municipal Agency Ltd, 178/202 Great Portland Street, London W1N 6NH (01-637 2400).

Chemicals and allied industries, including plastics and rubber

1978

MANCHESTER: PIE (Plastics Industries Exhibition). 17-21 April 1978. At Belle Vue. † Apply Exhibitions for Industry Ltd, 157 Station Road East, Oxted, Surrey RH8 0QF (Oxted (988) 4371).

LONDON: OCCA 30 (30th Technical Exhibition of the Oil and Colour Chemists' Association). 18-21 April 1978. At Alexandra Palace. * Apply Oil and Colour Chemists' Association, 967 Harrow Road, Wembley, Middlesex HA0 2SF (01-908 1086).

Clothing

1978

LONDON: The London Fashion Exhibition. 11-14 April 1978. At Earls Court. * Apply Earls Court and Olympia Ltd, Exhibition Building, Warwick Road, Earls Court, London SW5 9TA (01-385 1200).

LONDON: The London Designer Collections. 13-16 April 1978. At Inn-on-the-Park Hotel. * Apply London Designer Collections, 36 Beauchamp Place, London SW3 (01-581 2931).

LONDON: The London Collections. 13-16 April 1978. At Inter-Continental Hotel and 'Les Ambassadeurs'. * Apply Fashion Promotions Ltd, 32/34 Wellington Street, London WC2E 7BD (01-836 7342).

LONDON: MAB International Menswear Fair. 17-20 September 1978. At Earls Court. * Apply The MAB International Menswear Fair Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

LONDON: Junior Fashion Fair. 15-19 October 1978. At Royal Horticultural Society's Halls, Westminster. * Apply National Children's Wear Association, 40/42 Oxford Street, London W1N 9FJ (01-636 1833).

Display and shop equipment

1978

BIRMINGHAM: SHOPEX '78 (International Self-Service, Display Equipment and Shopfitting Exhibition). 11-15 June 1978. At National Exhibition Centre. * Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SM4 5EB (01-540 1101).

Engineering, electrical and electronic, including radio and television

1978

BIRMINGHAM: COMMUNICATIONS '78 (Communications Equipment and Systems Exposition). 4-7 April 1978. At National Exhibition Centre. † Apply Tony Davies Communications, c/o Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

LONDON: HI-FI '78. Spring High Fidelity Show. 2-6 May 1978. At Cunard International Hotel. * Apply Emberworth Ltd, London House, Oxford Road, Stokenchurch, Bucks HP14 3SK (Radnage (024 026) 2674).

BIRMINGHAM: IDEA (International Domestic Electrical Appliance Trade Fair). 15-17 May 1978. At National Exhibition Centre. * Apply Montbuild Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

LONDON: Audio Visual '78. 23-26 May 1978. At Wembley Conference Centre. * Apply MacLaren Exhibitions Ltd, Davis House, PO Box 109, 69-77 High Street, Croydon, Surrey CR9 1QH (01-688 7788).

LONDON: APRS '78 (International Exhibition of Professional Recording Equipment). 21-23 June 1978. At The Connaught Rooms, London WC2. * Apply Association of Professional Recording Studios, 23 Chestnut Avenue, Chorleywood, Herts WD3 4HA (Rickmansworth (87) 72907).

LONDON: Home Entertainment Show. 11-17 September 1978. At Olympia. * Apply Iliffe Promotions Ltd, Dorset House, Stamford Street, London SE1 9LU (01-261 8000).

LONDON: IBC (International Broadcasting Convention). 25-29 September 1978. At Wembley Conference Centre. Apply IBC Secretariat, Electronic Engineering Association, Leicester House, 8 Leicester Street, London WC2H 7BN (01-437 0678).

BRIGHTON: INTERNEPCON/UK. 17-19 October 1978. At Metropole Exhibition Centre. * Apply Kiver Communications Ltd, 149-155 Ewell Road, Surbiton, Surrey (01-390 0281).

1979

BIRMINGHAM: The Energy Show. 19-25 February 1979. At National Exhibition Centre. NOTE CHANGE OF VENUE AND DATES. Apply Trident International Exhibitions Ltd, Abbey Mead House, 23a Plymouth Road, Tavistock, Devon PL19 8AU (Tavistock (0822) 4671).

LONDON: Electronics '79 (Electronic Components Industry Fair) 20-23 November 1979. At Olympia. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

Engineering, other

1978

BIRMINGHAM: METAL WORKING '78 (International Exhibition of Metal Forming Machinery, Equipment, Materials and Services). 20-28 April 1978. At National Exhibition Centre. Apply International Symposia and Exhibitions Ltd, Queensway House, 2 Queensway, Redhill, Surrey RH1 1QS ((0737) 68611).

BIRMINGHAM: SUBCON (Exhibition for Subcontracting Industries). 24-28 April 1978. At National Exhibition Centre. † Apply Interbuild Exhibitions Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

BIRMINGHAM: MACHPRO (Machine Tool and Production Engineering Exhibition). 30 April-6 May 1978. At National Exhibition Centre. Apply Exhibitions for Industry Ltd, 157 Station Road East, Oxted, Surrey RH8 0QF (Oxted (08833) 4371).

LONDON: International Diecasting Exhibition. 9-12 May 1978. At Olympia. Apply Mack-Brooks Exhibitions Ltd, 62/64 Victoria Street. St Albans, Herts AL1 3XT (St Albans (56) 63213).

STOKE-ON-TRENT: INTERCERAMEX '78 (International Ceramic Plant, Machinery and Materials Exhibition). 25-28 September 1978. At Trentham Gardens. † Apply British Ceramic Plant and Machinery Manufacturers' Association, PO Box 9, Sunbury, Middlesex TW16 6BX (Sunbury (76) 83280).

LONDON: PEP (Production Engineering and Productivity Exhibition and Conference). 2-7 October 1978. At Olympia. Apply Clapp and Poliak (Europe) Ltd, 232 Acton Lane, London W4 5DL (01-995 4806).

GLASGOW: Scottish Engineering Exhibition. 14-18 November 1978. At Kelvin Hall. * Apply Scottish Industrial and Trade Exhibitions Ltd, 24 Hartington Place, Edinburgh EH10 4LE (Edinburgh (031) 229 6412).

BIRMINGHAM: PEMEC (International Plant Engineering and Maintenance Exhibition and Conference). 4-8 December 1978. At National Exhibition Centre. * Apply Clapp and Poliak (Europe) Ltd, 232 Acton Lane, London W4 5DL (01-995 4806).

1979

BIRMINGHAM: POWTECH (International Powder Technology and Bulk Solids Exhibition and Conference). 6-9 March 1979. At National Exhibition Centre. † Apply Specialist Exhibitions Ltd, Green Dragon House, 64 High Street, Croydon, Surrey CR9 2UK (01-686 5741).

Foodstuffs, food machinery, hotel and catering equipment

1978

LEICESTER: International Food, Wine and Kitchen Exhibition. 24-29 April 1978. At Granby Halls. Apply Antenas Ltd, 55 West Street, Marlow, Bucks SL7 2LF (Marlow (06284) 2442).

BIRMINGHAM: NALVEX '78 (National Licensed Victuallers' and Caterers' Exhibition). 8-11 May 1978. At National Exhibition Centre. * Apply Dennis Beall, LV Exhibitions, 57 Effra Road, London SW2 1DA (01-733 3186).

LONDON: The London Meat Trades Fair. 14-17 May 1978. At Alexandra Palace. † Apply Brintex Exhibitions Ltd, 178-202 Great Portland Street, London W1N 6NH (01-637 2400).

LONDON: Frozen Foods and Freezer Festival. 1-4 October 1978. At West Centre Hotel. * Apply Eagle Exhibition Consultants Ltd, Ludgate House, 110 Fleet Street, London EC4Y 8EB (01-353 4885).

1979

GLASGOW: Scottish Hotel, Catering and Licensed Trade Exhibition. 19-23 March 1979. At Kelvin Hall. † Apply Scottish Industrial and Trade Exhibitions Ltd, 24 Hartington Place, Edinburgh EH10 4LE (Edinburgh (031) 299 6412).

LONDON: DELEX (Delicatessen International Exhibition). 14-17 May 1979. At Royal Horticultural Society's New Hall, Westminster. † Apply Fairs and Exhibitions Ltd, 21 Park Square East, Regents Park, London NW1 4LH (01-935 8200).

Footwear

1978

LONDON: British International Footwear Fair. 1-4 October 1978. At Olympia. * Apply Shoe and Leather News (Exhibitions) Ltd, 84-88 Great Eastern Street, London EC2A 3ED (01-739 2071).

Furniture, furnishings, household equipment and hardware

1978

LONDON: 'Daily Mail' Ideal Home Exhibition. 7 March-1 April 1978. At Olympia. * Apply Angex Ltd, Temple House, Temple Avenue, London EC4Y 0JA (01-353 4000).

UK Fairs – *general* inquiries contact

01-248 5757
EXT. 7109

BIRMINGHAM: WALPADEX (International Decorating Materials Trade Show). 5-8 June 1978. At National Exhibition Centre. *Apply S. M. Broughton, Wallpaper and Paint Retailers' Association, 14 Birmingham Road, Walsall, Staffs WS1 2NA (0992 31134).

BIRMINGHAM: Kitchens and Bathrooms International. 10-15 June 1978. At National Exhibition Centre. Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SN4 5EB (01-540 1101).

BIRMINGHAM: DECOR (International Contract Furnishing and Interior Design Exhibition). 11-15 June 1978. At National Exhibition Centre. *Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SN4 5EB (01-540 1101).

MANCHESTER: British Furniture Manufacturers' Manchester Exhibition. 7-10 August 1978. At Belle Vue and City Hall. *Apply BFM Exhibitions Ltd, 30 Harcourt Street, London W1H 2AA (01-724 0851).

BIRMINGHAM: International Ideal Homes Show. 24 August-9 September 1978. At National Exhibition Centre. *Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

HARROGATE: International Carpets Fair. 5-8 September 1978. At the Exhibition Centre. *Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

BRIGHTON: Southern Floorcoverings Exhibition. 2-5 October 1978. At Metropole Exhibition Centre. *Apply Peter Crofts, Norcro Exhibitions Ltd, 30 Southgate, Chichester, Sussex PO19 1DP (Chichester (0243) 88423).

LONDON: Improve Your Home Exhibition. 14-28 October 1978. At Olympia. **THIS EVENT FORMERLY CALLED INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION.** *Apply Link House Publications Ltd, Link House, Dingwall Avenue, Croydon, Surrey CR9 2TA (01-686 7181).

LONDON: FIT (International Kitchen and Bathroom Show). 19-26 November 1978. At Olympia. *Apply Building Trades Exhibition Ltd. 11 Manchester Square, London W1M 5AB (01-486 1951).

LONDON: Furniture Preview Show. 5-8 November 1978. At Olympia. *Apply Philbeach Events Ltd, Exhibition Centre, Warwick Road, London SW5 9TA (01-385 1200).

Gas and oil extraction and distribution including offshore activities

1978

LONDON: SPE European Offshore Petroleum Conference and Exhibition. 24-27 October 1978. At Earls Court. Apply Society of Petroleum Engineers, c/o Industrial and Trade Fairs Ltd. Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

Handicrafts

1978

LONDON: International Craft and Hobby Fair. 20-24 August 1978. At Wembley Conference Centre. *Apply M. Brown, International Craft and Hobby Fair Ltd, 3 Rothesay Drive, Highcliffe, nr. Christchurch, Dorset BH23 4LB (Highcliffe (042 52) 72711).

Heating and ventilating

1978

BIRMINGHAM: HEVAC (International Heating, Ventilating and Air-Conditioning Exhibition). 3-7 April 1978. At National Exhibition Centre. †Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

BIRMINGHAM: Furnaces, Refractories, Heat Treatment and Fuel Economy Exhibition and Symposium. 25-29 September 1978. At National Exhibition Centre. †Apply International Symposia and Exhibitions Ltd, Queensway House, 2 Queensway, Redhill, Surrey RH1 1QS (Redhill (0737) 68611).

Horticulture and horticultural equipment

1978

NEW MALDEN: Institute of Groundsmen's International Exhibition of Machinery, Equipment and Materials. 5-7 September 1978. At Motspur Park. *Apply James R. Walsby Public Relations, Copthall House, St Ives Road, Maidenhead, Berks (Maidenhead (0628) 29498).

BIRMINGHAM: GLEE (International Garden and Leisure Exhibition). 24-27 September 1978. At National Exhibition Centre. *Apply Inter Garden Promotions Ltd, Columbia House, 69 Aldwych, London WC2B 4DY (01-405 9292).

Hospital, medical, surgical and dental equipment

1978

LONDON: Bio-Medical Engineering Exhibition. 4-6 April 1978. At Imperial College. † Apply Holdsworth Smith Ltd, 39 Victoria Street, London SW1 0EE (01-222 0077).

LONDON: British Hospitals Exhibition 1978. 5-8 June 1978. At Olympia. † Apply Fairs and Exhibitions Ltd, 21 Park Square East, Regent's Park, London NW1 4LH (01-935 8235).

LONDON: Advances in Medicine Conference and Trade Exhibition. 23-28 July 1978 at Wembley Conference Centre. Apply: A.I.M. The Conference Centre, 43 Charles Street, Mayfair, London W1X 7PB (01-499 1101).

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or the requisition or confiscation of the goods in these countries,

or any measure or decision in the country where the goods are exhibited which prevents their re-export to the UK.

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BRIGHTON: 'EURO-NAIDEX', National Aids for the Disabled Conference and Exhibition. 18-21 September 1978. At Brighton Centre. * Apply Naidex Conventions Ltd, Temple House, 36 High Street, Sevenoaks, Kent TN13 1JG (Sevenoaks (0732) 59533/4).

Jewellery and giftware

1978

LONDON: The Annual British Exhibition of Fine Jewellery and Sterling Silver. 9-13 April 1978. At Goldsmith's Hall, Foster Lane. * Apply Organising Exhibition Committee, Administration Office, c/o Condor Public Relations Ltd, 299 Oxford Street, London W1R 1LA (01-499 7324).

LONDON: International Gifts Fair. 13-17 August 1978. At Olympia. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

LONDON: Wholesale Buyers' Gift Fair. 26-30 November 1978. At Mount Royal Hotel. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

Leather, leather goods and fur

1978

LONDON: Leatherwear International. 12-14 April 1978. At West Centre Hotel. * Apply Leather Institute, 9 St Thomas Street, London SE1 9SA (01-407 1582).

BIRMINGHAM: Leather and Associated Trades Show. 25-27 April 1978. At National Exhibition Centre. * Apply Leather Institute, 9 St Thomas Street, London SE1 9SA (01-407 1582).

Motor vehicles, motor cycles and cycles

1978

LONDON: AUTOQUIP Exhibition. 18-22 April 1978. At Wembley Conference Centre. * Apply S.M.M.T. Exhibition Department, 21-24 Grosvenor Place, London SW1X 7JF (01-235 7000).

BIRMINGHAM: International Motor Show. 20-29 October 1978. At National Exhibition Centre. † Apply S.M.M.T., 21-24 Grosvenor Place, London SW1X 7JF (01-235 7000).

LONDON: AAR '78 (Automotive Parts and Accessories Trade Show). 21-26 October 1978. At West Centre Hotel. * Apply Hazeldine Publicity Services Ltd, Shelley House, 17-19 West Wycombe Road, High Wycombe, Bucks HP11 2LQ (High Wycombe 40952).

Music and musical instruments

1978

LONDON: British Musical Instrument Trade Fair. 13-17 August 1978. At Bloomsbury Centre, Hotel, Hotel Russell and Connaught Rooms. * Apply Association of Musical Instrument Industries, 62 Park View, Hatch End, Pinner, Middlesex HA5 4LN (01-428 4700).

Office machinery and equipment

1978

LONDON: MICROFORUM '78 Exhibition and Conference. 13-16 June 1978. At Wembley Conference Centre. * Apply Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (01-405 6233).

Packaging machinery and materials including containers

1978

BRIGHTON: INTERPHEX (International Exhibition dealing with processing, packaging and handling of Pharmaceuticals, Cosmetics, Toiletry, Perfumery and Fine Chemical Products). 18-21 April 1978. At Metropole Exhibition Centre. † Apply BPS Exhibitions Ltd, 4 Seaford Court, 220/2 Great Portland Street, London W1 (01-388 2117).

Philately

1978

LONDON: British Philatelic Exhibition. 18-21 October 1978. At Seymour Hall, Marylebone. * Apply British Philatelic Exhibition Ltd, Room 92, No. 1 Whitehall Place, London SW1A 2HE (01-839 2321).

Printing, stationery and printing machinery

1978

BIRMINGHAM: NATPRINT (National Printing Machinery Exhibition). 10-14 April 1978. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, W. Midlands B91 2BG (021-705 6707).

Scientific instruments and nuclear equipment

1978

LONDON: LABWARE (Laboratory Equipment Exhibition). 25-27 April 1978. At Cunard International Hotel. PLEASE NOTE CORRECT VENUE. † Apply British Laboratory Ware Association Ltd, 28 Worple Road, London SW19 4EE (01-947 5733).

1979

BIRMINGHAM: LABEX (International Laboratory and Medical Diagnostic Instruments and Equipment Exhibition). 12-16 March 1979. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

Ships and boats

1978

ABERDEEN: International Fisheries and Marine Equipment Exhibition. 14-18 June 1978. At Queens Link. Apply Eagle Exhibition Consultants Ltd, Ludgate House, 110 Fleet Street, London EC4A 2JL (01-353 4885/9).

SOUTHAMPTON: Boat Show. 18-23 September 1978. At Mayflower Park. * Apply J. E. Artman and Partners, Exmoor House, Methuen Street, Southampton SO2 0FQ (Southampton (0703) 32348).

Sports goods and camping equipment, including caravans

1978

BIRMINGHAM: ISLE (International Sports and Leisure Exhibition). 24-27 September 1978. At National Exhibition Centre. * Apply Federation of British Manufacturers of Sports and Games Ltd, 145 Oxford Street, London W1R 1TB (01-437 7281).

LONDON: Caravan Camping Holiday Show. 9-18 November 1978. At Earls Court. * Apply Angex Ltd, Temple House, Temple Avenue, London EC4Y 0JA (01-353 4000).

1979

LONDON: Camping, Outdoor Holiday Exhibition and Motor Caravan Show. 4-14 January 1979. At Olympia. PLEASE NOTE CHANGE OF DATES. Apply Trades Exhibitions Ltd, Exhibition House, Spring Street, London W2 3RA (01-262 2886).

Textiles and textile machinery

1978

BIRMINGHAM: DACTEX (International Domestic and Contract Textiles Exhibition). 12-16 November 1978. At National Exhibition Centre. * Apply Exhibition Managements Ltd, Unit 2, Central Park Estate, Staines Road, Hounslow, Middlesex TW4 5DT (01-572 2121).

Toys and games

1979

LONDON: British Toy and Hobby Fair. 27 January-1 February 1979. At Earls Court. * Apply British Toy Fairs (International) Ltd, 80 Camberwell Road, London SE5 0EG (01-701 7271).

Watches and clocks

1978

LONDON: International Watch and Jewellery Trade Fair. 3-7 September 1978. At Wembley Conference Centre. * Apply Iliffe Promotions Ltd, Dorset House, Stamford Street, London SE1 9LU (01-261 8000).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1978

BIRMINGHAM: EWT + ENPOCON (Effluent and Water Treatment Exhibition + Environment Pollution Control Exhibition). 13-18 November 1978. At National Exhibition Centre. † Apply Brintex Exhibitions Ltd, 178/202 Great Portland Street, London W1N 6NH (01-637 2400).

Other specialised fairs

1978

LONDON: Storage Handling and Distribution Exhibition. 18-21 April 1978. At Olympia. † Apply Turret Press Ltd, Exhibition Division, 886 High Street, Finchley, London N12 9SB (01-446 2411).

LONDON: IFSSEC '78 (International Fire, Security and Safety Exhibition and Conference). 24-28 April 1978. At Olympia * Apply Victor Green Publications Ltd, 106 Hampstead Road, London NW1 2LS (01-388 7661).

HARROGATE: British Pet Industry Exhibition. 23-25 April 1978. At Exhibition Centre. * Apply Pet Store Trader, Old Colony House, South King Street, Manchester M2 2DA (Manchester (061) 834 8451).

BIRMINGHAM: EUROPACLEAN (International Cleaning and Maintenance Exhibition). 2-5 May 1978. At National Exhibition Centre. * Apply Turret Press Ltd, 886 High Road, Finchley, London N12 9SB (01-446 2411).

LONDON: Fine Arts and Antiques Fair. 9-17 June 1978. At Olympia. * Apply Earls Court and Olympia Ltd, Exhibition Building, Warwick Road, London SW5 9TA (01-385 1200).

LONDON: Grosvenor House Antiques Fair. 14-24 June 1978. At Grosvenor House. * Apply The Organiser, Grosvenor House, Park Lane, London W1A 3AA (01-499 6363).

HARROGATE: Northern Antique Dealers' Fair. 14-21 September 1978. At Royal Baths Assembly Rooms. * Apply Northern Antique Dealers' Fair Ltd, 408 Leeds Road, Bradford BD3 9RE (Bradford (0274) 23223).

LONDON: Salon International (Hair and Beauty Trades Fair). 7-10 October 1978. At Wembley Conference Centre. * Apply Iliffe Promotions Ltd, Dorset House, Stamford Street, London SE1 9LU (01-261 8000).

Addresses of ECGD offices

The Export Credits Guarantee Department (ECGD) is a government department providing export credit insurance for United Kingdom exporters and insurance against political risks for new investments overseas. Although credit insurance is its main service to exporters the department offers them a number of others. Firstly the Bank Guarantee scheme, enables exporters who are eligible to obtain export finance from their bank at a special low rate. Major projects carried out by British firms in overseas countries can be financed by the buyer credit technique which gives the exporter the bulk of his payment on shipment of the goods. Similar to this is the line of credit facility which extends the buyer credit principle to include contracts often with an individual value as low as £10,000. ECGD now insures 35 per cent of all UK exports. For full details of all ECGD services contact Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2P 2EL, telephone 01-606 6699 extension 258, telex 883601, or get in touch with one of the offices listed below.

Central London

London, EC1 to EC4, WC1 and 2, W1 and SW1.

D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292, Telex 24105.

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T. W. Hawes, 320 Purley Way, Croydon, Surrey CR9 4HL. Tel. 01-686 9921. Telex 946998.

North London

London N, NW, E, the southern parts of Essex, Hertfordshire and Buckinghamshire, the Slough, Burnham and Datchet area of Berkshire and the Spelthorne district of Surrey.

C. W. Gentry, 593–599 High Road, Tottenham, N17 6SW. Tel. 01-808 4570. Telex 263615.

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The six counties of Northern Ireland.

R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. 0232 31743. Telex 74577.

Birmingham

Leicester, Nottinghamshire, Salop, Staffordshire, Warwickshire, West Midlands, the southern part of Derbyshire and that part of Hereford and Worcester formerly known as Worcestershire.

F. Wilmot, Colmore Centre, 115 Colmore Row, Birmingham B3 3SB. Tel. 021-233 1771. Telex 33132

Bristol

Dyfed, Powys, Gwent, West, Mid and South Glamorgan, Gloucester, Avon, Wiltshire, Oxon, Dorset, Somerset, Devon and Cornwall. That part of Hereford and Worcester formerly known as Herefordshire, Berkshire except the Slough, Burnham and Datchet areas and the western part of Hampshire.

R. A. Bounds, 1 Redcliffe Street, Bristol BS1 6NP. Tel. 0272 299971. Telex 44248.

Cambridge

Bedfordshire, Cambridge, Norfolk, Northamptonshire and Suffolk, the northern parts of Essex, Hertfordshire and Buckinghamshire, and the southern part of Lincolnshire including the City of Lincoln.

H. Watson, Three Crowns House, 72-80 Hills Road, Cambridge CB2 1NJ. Tel. 0223 68801. Telex 81624.

Glasgow

Scotland and the Outer Isles.

D. W. Miller, Fleming House, 134 Renfrew Street, Glasgow G3 6TL. Tel. 041-332 8707. Telex 77130.

Leeds

Durham, Tyne & Wear, Northumberland, Cleveland, North, West and South Yorkshire, Humberside and the northern part of Lincolnshire.

W. Ford, West Riding House, 67 Albion Street, Leeds LS1 5AA. Tel. 0532 450631. Telex 55125.

Manchester

Gwynedd, Clwyd, Cheshire, Merseyside, Greater Manchester, Lancashire, Cumbria, the northern part of Derbyshire and Isle of Man.

R. H. K. Hughes, Elisabeth House, St. Peter's Square, Manchester M2 4AJ. Tel. 061-228 3621. Telex 667756.

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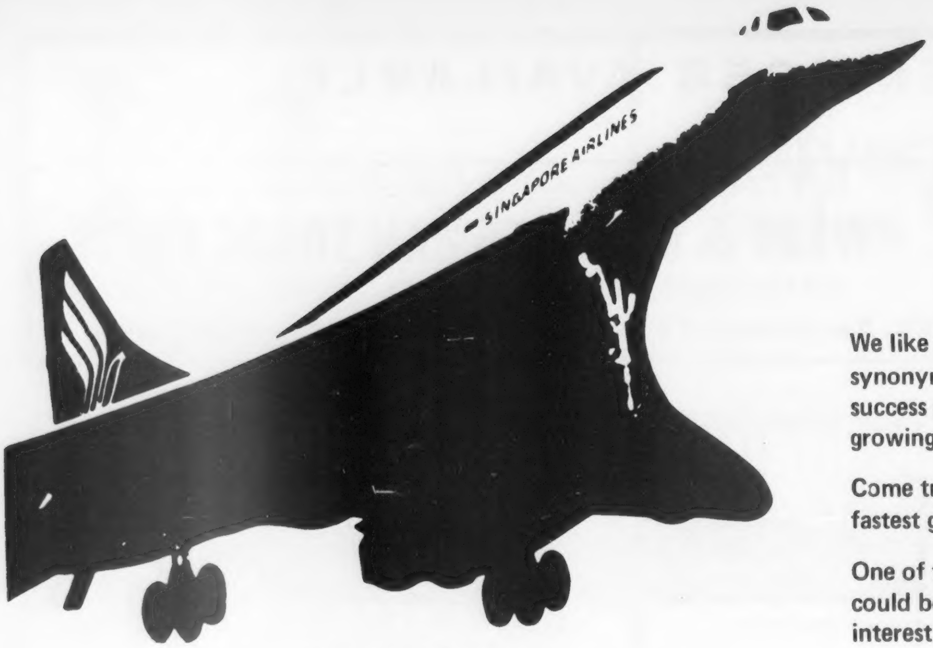

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ENEX	**Enex-Asia '78** 2nd International Electrical & Electronic Engineering Exhibition 6th-10th November 1978 Hyatt Hotel, Singapore
transpo asia 78	**Transpo-Asia '78** International Transportation Maintenance & Ancillary Products (Road–Rail–Sea & Air) 25th-29th November 1978 World Trade Centre, Singapore
	Medic-Asia '79 International Medical & Hospital Equipment Exhibition & Conference 20th-24th March 1979 Hyatt Hotel, Singapore
H	**Hardtools-Asia '79** International Hardware and Small Machine Tool Exhibition 15th-20th April 1979 World Trade Centre, Singapore
	Imac-Asia '79 2nd International Exhibition of Materials Handling & Physical Distribution Equipment 25th-29th June 1979 World Trade Centre, Singapore
CON PEX ASIA	**Conpex-Asia '79** International Construction & Public Works Exhibition 21st-25th September 1979 World Trade Centre Singapore
Print pac ASIA-79	**Printpac-Asia '79** International Exhibition of Printing & Packaging Machinery 5th-9th November 1979 World Trade Centre, Singapore
ASIATEX ASIATEX	**Asiatex '80** International Exhibition of Textile Machinery March 1980 World Trade Centre, Singapore
	JAPAN
e fashion	**Euro-Fashion Salon** European – Ladies, Mens and Childrens Fashion and Accessories (Spring & Summer wear) 27th-29th September 1978 Hotel Imperial, Tokyo
e fashion	**2nd Euro-Fashion Salon** European – Ladies, Mens and Childrens Fashion and Accessories (Winter & Autumn wear) January/February 1979 Hotel Imperial, Tokyo
	SOUTH KOREA
KOREX	**Korex '79** Korea International Engineering Exhibition 18th-24th June 1979 Seoul

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Regulations in line with EEC requirements now before parliament prescribe markings for some 200 hazardous substances in quantities of 200 litres or more and will be extended to smaller quantities. IATA regulations, which are updated annually, cover a wide range of flammable, poisonous, radioactive, oxidising, corrosive and other hazardous materials. This conference therefore deals with legal liabilities and responsibilities; cargo classification and selectivity; packaging of hazardous cargo; the Airline's position; the freight forwarder's point of view; the shipper's position and responsibility.

Inquiries to N. G. Coles, Conference Producer-Science and Technology, Oyez International Business Communications Ltd, Norwich House, 11/13 Norwich Street, London EC4, tel. 01-242 2481/01-242 3473, telex 888870.

UK auto components worth £4m sold at Detroit show

Orders worth £4,125,000 for GKN aluminium alloy wheels were finalised at the Society of Automotive Engineers show in Detroit. Ford and Chrysler placed the orders, which are to be supplied by Kent Alloys Ltd, a GKN subsidiary.

'Mobility and responsibility' was the theme of the exposition and congress SAE '78, and the British auto components industry was there in force. Twenty-eight UK firms, backed by the British Overseas Trade Board and sponsored by the Society of Motor Manufacturers and Traders, participated in this technical event.

The emphasis on energy conservation and safety in the technical sessions and on the exhibit floor reflected the movement of the United States auto industry and the pressures it is under. Electric vehicle development attracted considerable attention. Lucas Industries Ltd, held a very successful press conference on its electric vehicle development programme, and Sir Jon Samuel, managing director of Advanced Vehicle Systems, Welwyn Garden City, delivered a paper on the state of the British electric-vehicle industry today.

The annual SAE meeting is one of the major events of its kind in the world. It is highly professional and provides an ideal forum for British producers and suppliers to establish themselves in this market which serves the largest and most important auto industry in the world today.

UK yards to build ships for India with aid grants

Judith Hart, Minister for Overseas Development, has approved a grant of £51 million from the UK's regular aid programme to the government of India for the purchase of six cargo ships from the UK.

The ships are 16 500 dwt cargo vessels and will be supplied by Sunderland Shipbuilders, part of British Shipbuilders to the Shipping Corporation of India. There will also be limited assistance from the shipbuilding intervention fund to British Shipbuilders for these ships.

The project is an important one for India, for whom it will earn valuable foreign exchange. In Britain, it will bring much-needed employment, for the equivalent of 1500 men in the shipbuilding industry over the next two years.

The ships will be built in two of Sunderland Shipbuilder's three shipyards on the River Wear: in the new Pallion shipyard, with a totally enclosed building dock, and in the nearby Deptford yard.

The six ships for India are 15.7-knot ships to carry 264 20 ft containers or general cargo, each with five holds.

The ship's dimensions are overall length 152 m, a beam of 22.9 m, a depth of 13.3 m and loaded draught 9.52 m.

The GKN stand at the Detroit stand, from left to right, Malcolm Wall, sales manager, North America, GKN Transmissions Ltd; D. R. Nihart, owner, Powertrain Components Inc of Ohio; Ron Tomlinson, president, Drive-Line Specialists of California; Michael Slade, sales director, GKN Kent Alloys Ltd; and John Beswick, director of the Society of Motor Manufacturers and Traders which co-sponsored the joint venture with the BOTB.

GKN
Containers

UK improvements in textile machinery on show in United States

Improvements in technology will be demonstrated by 11 British companies at the American textile machinery exhibition in Greenville, United States, from 27 April to 5 May. The manufacturers are supported by the British Overseas Trade Board and sponsored by the British Textile Machinery Association.

Equipment featuring new developments will include a system for producing spun and effect yarns, heavy ring-spinning frames, pink alumina material of 98 per cent alumina content, and a machine with several advanced technological features designed to meet the future requirements of draw-texturing feedstock in the production of high quality set polyester yarns.

Among other exhibits there will be yarn twisters, direct-cabling machines, ceramic thread-guides, carding machines, high-speed drawing frames, and three machines built to

More offshore work for R and W Cranes

This Manitowoc 4100W 'Ringer' crane belonging to British Crane Hire Corporation, a Richards and Wallington Group subsidiary is the latest large capacity machine to be despatched to the North Sea. It is seen mounted on a 11 m diameter ring on the starboard aft section of the new multi-million pound semi-submersible support rig, the *Borgland Dolphin* which is on charter to Chevron Petroleum (UK) Ltd. The Manitowoc is assisting the fitting out of Chevron's Ninian southern platform in the Ninian Field.

suit the individual customer's own format and power supply: a cone-winder, a vi-cone winder and a skein winder.

British exports of textile machinery to the USA in 1977 amounted to £18,158,000. Worldwide exports for the same year were £169,045,000.

UK ownership of European companies published

Details of British and North American direct investment in continental European companies are for the first time revealed in the latest edition of *Who Owns Whom: Continental Europe*.

The information is contained in a special foreign investment section, an addition to this reference work on links between companies, which is published by business information company, Dun and Bradstreet Ltd.

The new publication contains 25 per cent more data than last year's edition and means that the ultimate parent and other affiliations of almost all commercially significant companies in mainland Europe can now be identified at a glance.

ECGD guarantees $23 million loan to Philippines

The Export Credits Guarantee Department has guaranteed the repayment and funding for a $23 million loan which Samuel Montagu and Co Ltd, acting on its own behalf and for Midland Bank Ltd, has made available to the Philippine Sugar Commission. Finance for this loan has been arranged by Dashwood Finance Co Ltd.

The $31 million contract negotiated by Dashwood Finance has been awarded to Fletcher and Stewart Ltd of Derby, a subsidiary of Booker McConnell Ltd, for the design, supply and installation of equipment and commissioning for a sugar refinery at Batangas, Balayan in the Philippines.

The plant is designed to produce 550 tonnes of high-grade refined sugar a day and is scheduled for commissioning in late 1979.

UK mobile clinics for India's health scheme

Judith Hart, Minister for Overseas Development, has approved the allocation of £9.85 million from Britain's aid funds for India to finance the purchase, from Britain, of 318 mobile clinics and associated spares as part of a massive rural health programme being undertaken by the Indian Ministry of Health and Family Welfare. The project is expected to reach some 30 million of India's poorest people, and therefore fits well into the British government's aid strategy of more help to the poorest.

The Indian Ministry's overall plans involve improving health services to the rural population by combining a comprehensive rural health care programme with more appropriate medical education. The mobile clinics are to be allocated – one clinic to each – to 318 primary health centres which will come under the control of India's 106 medical colleges. The colleges will take full responsibility for promotive, preventative and curative health measures in their areas. They will provide a link between the new health system in the rural areas and the formal health structure. The programme will encourage doctors to work in the rural areas where they are most needed and assist in the training of undergraduates and interns.

The mobile clinics are considered essential if the widely-dispersed target group of the project is to be reached. The vehicles are to be relatively unsophisticated to meet the basic health requirements of the outlying areas and to cope with the rough terrain they may encounter. It is expected that most of the clinics will be delivered within the next year.

UK offers £1 million grant to Somalia

Britain has made a £1 million offer to Somalia and is also increasing its technical cooperation programme Judith Hart, Minister for Overseas Development announced on 21 March.

The grant will enable Somalia to obtain from the UK commodities and equipment which are needed immediately to assist economic development during the coming year.

The most important project approved to date is a technical training school in the Juba Valley, costing some £650,000 to train personnel who will be employed in the Juba sugar project.

Tariff quotas: paper and board 1978

The following amendments should be made to the notice Tariff quotas 1978; paper and board and certain printed products originating in Efta (and Finland), published in *Trade and Industry* 16 December 1977.

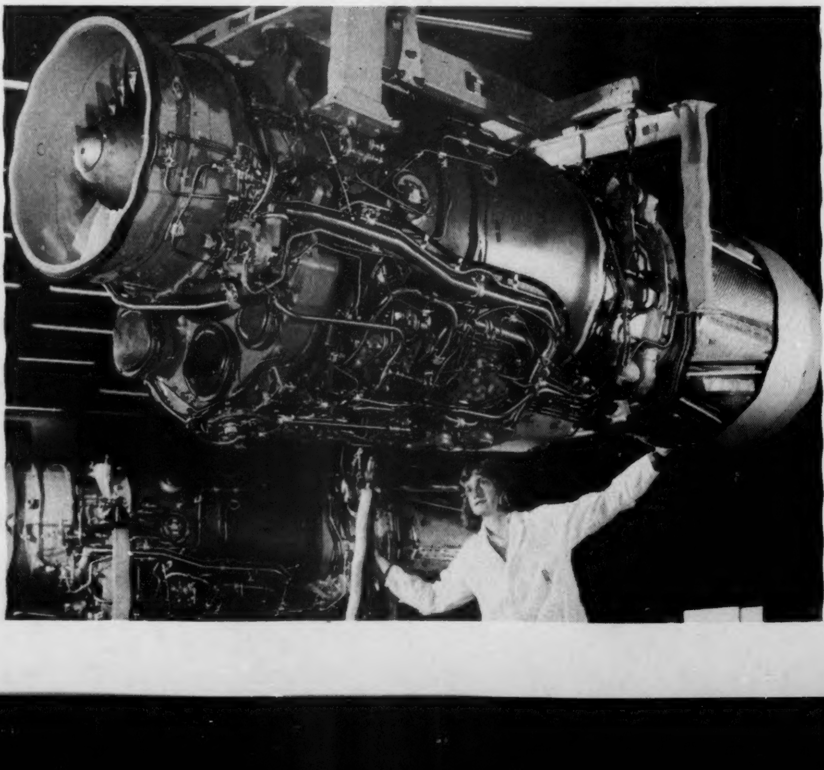
Page 574: Sweden (4801 ex F. other)
Quota no. 2354
4801.9700 should read 4801.9710
Page 575: Finland (ex Chapter 48)
Quota no. 2915
4801.4980 should read 4801.4900
4815.0570 should read 4815.0510
Page 575: Norway (4801 ex F. other)
Quota no. 2087
4801.6110 should read 4801.6100
Page 577: Switzerland (ex Chapter 48)
Quota no.3007
4801.3100 should read 4801.3110
and 4801.6911, 4801.6915 and 4801.6999 should all be replaced by 4801.6900.

Fine Tubes exhibit in Tokyo

The intricate tubing in this Rolls-Royce Turbomeca Adour engine, made under licence in Japan, is an excellent example of the precision tubing produced by a British company which will be represented at the British aerospace exhibition in Tokyo from 16 to 20 May.

The company, Fine Tubes Ltd, use stainless steels, creep resisting metals and high nickel alloys to manufacture precision cold drawn tubing and tubular components to tight tolerances and high test requirements. For the aerospace industry, the company has produced engine fuel and structural tube; airframe high and low pressure hydraulic tube; oil/fuel/air heat exchanger tube; turbine blade components and hot air ducting.

A total of 17 major British companies will take part in the exhibition in the British Marketing Export Centre, *presenting a wide range of products and techniques of interest to the Japanese aerospace* and associated industries.



MARKET REPORT: MEXICO

Where growth merits a second look

After the economic crisis of 1976, Mexico's economy has made a significant improvement. Both the inflation rate and the trade deficit have fallen and international confidence is high. Norman Cox, British ambassador to Mexico, reports on November's British industrial exhibition and the part UK firms can play in this expanding market.

President José López Portillo, whose government took office on 1 December 1976, devoted last year to restoring stability after the economic crisis of 1976. The government has been remarkably successful as both the rate of inflation and the trade deficit have been dramatically reduced and international confidence is high.

The basis has been established for Mexico's economic development during the period up to 1982. The growth target for 1978 in real terms, is 5 per cent, rising to an average of 6 to 7 per cent from 1979 to 1982.

As part of a comprehensive strategy to ensure that the UK plays a full part in the growth of the Mexican economy, a British industrial exhibition will be held in Mexico City on 8 to 17 November 1978 (see box).

Petroleum and petrochemicals

Mexico's future development is based on the exploitation of its oil and natural gas resources. At the time of writing, Mexico's proven recoverable oil reserves stand at 17 billion barrels – about the same as Britain's, but some estimates indicate that total reserves are of the order of 120 billion barrels or more (see map).

Between now and 1982, Pemex, the state oil corporation plans to spend US$40 billion on development, of which US$14 billion will be devoted to capital investment. Oil production is to be raised from the 1977 average of 1.1 million barrels per day (bpd) to 2.24 million, or possibly even as high as 3.2 million with exports rising from 0.2 million bpd in 1977 to 1.1 million bpd by 1982, worth at current prices US$5.4 billion a year.

At least 15 offshore platforms – 10 drilling, five production – are to be used. It is expected that new offshore Gulf fields will be brought increasingly on stream in the 1980s, when greater emphasis will be given to exploration in the deeper, more difficult waters in the Gulf of California.

Though at this stage no more than 300 000 bpd of the anticipated 1982 output is likely to come from offshore wells, a heavy programme of exploration is planned. The discovery of new proven offshore fields would free the Mexicans from constraints on the rate of exploitation of existing onshore fields in Campeche and Tabasco.

Increased oil production is also to be used as the basis for a major expansion in primary petrochemicals – first, as an import substitute, and subsequently to provide export earnings. Current output of 5.2 million tonnes is to be raised to 18.6 million tonnes by 1982, increasing the product range to 44 items including high-density polyethylene and polypropylene derivatives.

Much of Mexico's oil is associated with natural gas. By 1982, production of gas is likely to be nearly 4 billion cu ft per day. A pipeline is being planned to carry gas from the south-east to the north-east of the country, and possibly extended to the US border if agreement can be reached on the price of exported gas. If this is achieved, earnings would be anything from US$1.5 to US$1.9 billion a year at current values.

It is planned that Mexico's electrical generating capacity should increase tenfold between now and the end of the century. Another 81 plants are planned by 1985 – 29 steam, 29 hydro, six coal, five geothermal, five gas, five diesel and two nuclear.

Current capacity of 12 000 MW will thus be increased by another 13 000 MW.

The Chicoasen hydroelectric project, now 80 per cent completed, will ultimately generate 1500 MW and will have the sixth largest dam in the world. The Río Escondido thermal generating project, currently in the planning phase, will use coal to generate 1800 MW by 1985.

Agriculture, fisheries and food

Current projections for Mexico's population show an increase from the present 63 million to 120 million by the year 2000. The ratio of food-consumers to food producers will increase dramatically but of a land area of 760 000 sq miles – eight times the size of the UK – only 12 per cent is arable. While the country already produces a wide variety of crops, vegetables and fruit, as well as beef, pork and poultry, both output and productivity will have to be raised very considerably.

This means increased rural electrification, more irrigation and the wider use of fertilisers, tractors and other agricultural equipment. Advances will be necessary in seed selection and in the production of pesticides and herbicides and new farm management techniques will have to be evolved. The Inter-American Development Bank estimates that between 1978 and 1980 Mexico will import US$500 million in agricultural equipment. (Our estimate is that over this period there will be an annual market for 4000 to 5000 imported tractors alone.)

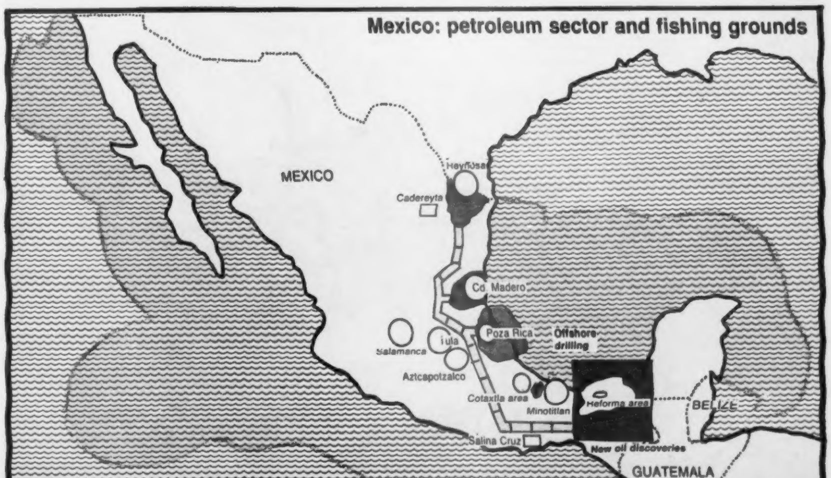
There should be a short-term market for fertilisers not made locally, such as potassic fertilisers, and a steady market in the supply of technology and equipment as the Mexicans move towards self-sufficiency followed by exports, drawing on their ample supplies of petroleum, natural gas and phosphoric rock as feedstocks.

Increasingly, food supplies will have to come from the sea. Mexico now controls fishing grounds equal to its land area (see map), but fish consumption at 4.5 kg per head per annum, is low.

The national fisheries plan envisages spending US$1.2 billion between now and 1982 to boost fish production from 500 000 tonnes to 2.4 million tons a year, and consumption from 250 000 to 900 000 tonnes a year.

The development of agricultural and fisheries production should provide considerable opportunities in the various food processing and packaging industries.

The market for imported packaging machinery was estimated at £10 million in 1977, that for food processing at considerably more. Population growth and rising real income should mean a steadily growing market both for processing and packaging equipment between now and the year 2000.


Mexico: petroleum sector and fishing grounds

Tecnología Industrial Británica '78

Palacio de los Deportes in Mexico City is the venue for the British industrial exhibition – Tecnología Industrial Británica '78 – which will be held from 8 to 17 November.

The exhibition will demonstrate Britain's interest in Mexico and its technological capacity to take part in the next stage of the country's development. It will concentrate on the Mexican government's own key sectors: petroleum and petrochemicals; electrical power; agriculture; fisheries; mining and minerals; steel; fertilisers; machine tools; transport – particularly rail; port development; health, scientific and educational equipment; food processing and packaging.

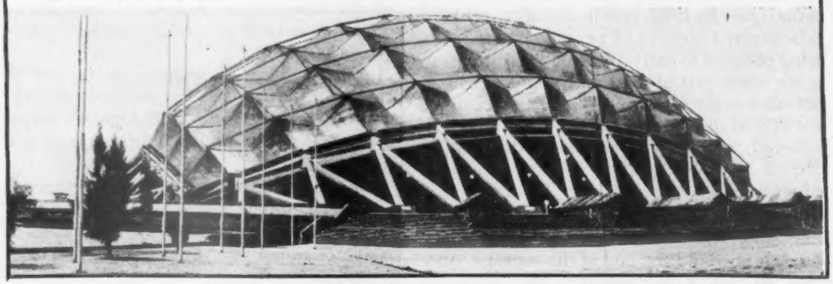
Further information

Applications for space should in the first instance be made to Industrial and Trade Fairs International Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands, B91 2BG, tel. 021-705 6707.

Norman Cox, Ambassador to Mexico, writes:

‘I am convinced that companies operating in the areas outlined above would be well-advised to take a careful look at the Mexican market, and that 'Tecnología Industrial Británica '78' offers an excellent opportunity for them to do so. Since space will be very much in demand, I encourage you to sign up without delay.’

Palacio de los Deportes.



One of 31 *Azteca* class fishery protection vessels supplied to Mexico by the UK. Twenty-one were built in Britain and 10 were built in Mexico on an ABMTM Ltd consultancy and project management contract with the Mexican government.

Social services

Present projections suggest a growth in the population of Mexico City from 12 million to between 25-30 million by the year 2000. The challenge in the field of urban transport – in what is likely to be the greatest conurbation in the world – will be very great indeed. There are plans to expand the existing metro system from two to six lines, and to build a complementary suburban railway – initially, 82 km, but possibly growing to over 200 km. The estimated cost of each project is US$800 million.

While the city and federal authorities face very difficult decisions in relation to priorities, the need to sanction major investment in the next five years in order to cope with the problem of urban transportation is inescapable. Another urgent priority is the effective control of air pollution.

The population explosion is producing tremendous pressure on the health and educational services. Over a third (35.2 per cent) of the 1978 federal budget will be spent on these activities. Most of this will be spent, as in the UK, on current expenditure, above all, staffing. But there is a good export market here for British firms: health equipment imports in 1976 were US$22 million, and of scientific and technical equipment some US$8 million.

Steel and mining

Underlying the development of the economy as a whole is the growth of the Mexican steel industry and, closely related, the machine tool sector.

The installed capacity of the Mexican steel industry is now over 9 million tons, and Britain has played a major part in its recent growth. Current forecasts are that installed capacity can meet domestic demand until 1981. Thereafter, new capacity will be needed.

Britain has an excellent reputation and companies which are prepared to take the long view can build on this. This applies to machine tools where imports in 1976 were £60 million, with a UK share of 3.2 per cent. Given that the German and Italian shares were 17 per cent and 8 per cent respectively, the scope for greater British involvement is clear.

Creation of a Mexican capital goods industry has high priority. One major UK machine tool manufacturer has recently become established in Mexico, where it has joined some 60 other UK companies already operating through local subsidiaries.

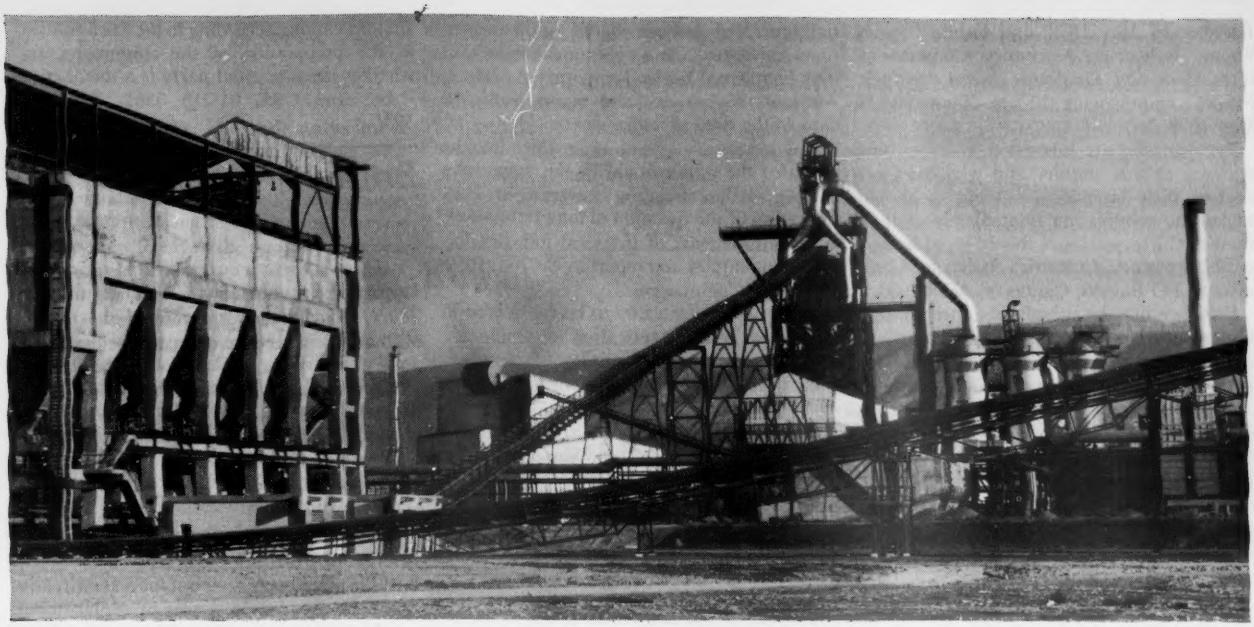
The demand for commercial vehicles, buses and industrial engines of all kinds is rising, and with it opportunities for machine tool manufacturers are growing.

The programmes outlined above are ambitious and costly. But they are backed by immense natural resources. Apart from petroleum, Mexico has very great mineral wealth including copper, coal, silver and uranium. The country has always been a major mining centre, but the present administration plans to expand this sector even further. Between now and 1982, some US$5.3 billion will be invested here – twice the amount invested by the previous administration.

Mexico's determination to increase its exports and the need to speed the handling of imports, mean that sooner or later a major effort will have to be made to modernise existing ports and to build new ones.

Invisibles

Greater exports, import savings, increased direct foreign investment – all these are seen as key factors in financing Mexico's expansion



The blast furnace in the new £70 million iron and steel making complex recently completed for Altos Hornos de Mexico SA by Davy Ashmore International Ltd (a Davy International company) in 29 months from receipt of the letter of intent. This furnace produces 4500 tons of iron per day.

plans. But Mexico will also need to be a major borrower in the international capital markets. Project finance, medium-term public sector finance, bond issues, financial advice in general – all these are areas in which the City of London has built up a very sound reputation in Mexico.

This is also true of the UK re-insurance market and of British consultants in many other areas, eg steel-making, fisheries and port development. Britain is well placed not only to export goods and to provide capital, but also to offer its expertise, which is highly regarded in Mexico.

In all the areas on which the exhibition is concentrating, there should be room for direct sales. But the trend, actively promoted by the Mexican government is towards local joint venture manufacture on the basis of majority (normally 51 per cent) Mexican ownership. The experience of many British firms is that the formula can be made to work to the benefit of both parties. Insistence on going it alone will often mean that the door is sooner or later closed.

This is the background against which a British industrial exhibition is to take place in Mexico City next November. Fairs and Promotions Branch of the BOTB are ready to help with more detailed information.

Overseas trade country data

Andorra

Transit licences. The *Journal Official de la Republique Francaise* of 5 March 1978 contains a notice to the effect that French transit licences are no longer necessary for imports into Andorra from EEC countries of the following goods:

CCCN 22.09	Alcoholic beverages
CCCN 85.15	Radio and television transmission and reception apparatus
CCCN 92.11	Apparatus for sound and image recording and reproduction

The above goods, even if not of EEC origin, are still exempt from transit licences provided that they are imported from an EEC country in which the relevant duties have been paid.

Shipments by rail should be accompanied by an EEC wayward bill (excluding form T1) and those by road by form T2.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Australia

Thongs and parts for thongs. The Australian government has announced that the following percentage factors will apply in allocating quotas for thongs and parts for thongs for the period 1 July 1978 to 31 December 1978. The period of validity for allocations will be from 1 July 1978 to 30 June 1979.

Having a value for duty less than $0.35 per pair	20.5%
Other, having a value for duty less than $2.00 per pair.	34.16%
Parts for thongs VFD	73.6%

A further announcement from the Australian government will be made shortly concerning the administration of the anomalies scheme as it relates to the above goods in respect of the quota period commencing 1 July 1978.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Tyres, tyre cases, etc. A notice in *Trade and Industry* of 28 October 1977 reported that in order to accord temporary assistance to the local tyre manufacturing industry, tariff rates for certain imported tyres would be increased pending consideration of the long-term needs of the local industry by the Industries Assistance Commission (IAC).

The IAC is now in a position to proceed with its inquiry into this matter and the public hearings have been arranged as follows: Public Inquiry Room, Industries Assistance Commission, 12th Floor, 570 Bourke Street, Melbourne, Victoria, commencing 10 am on

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Tuesday 16 May 1978; and Public Inquiry Room, Industries Assistance Commission, 16th Floor, 59 Goulburn Street, Sydney, N.S.W., commencing 10 am, Thursday 18 May 1978.

Persons who are interested in submitting evidence at this enquiry and who have not notified their intention of doing so should advise the commission immediately of their interest. Correspondence should be addressed to The Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600.

Evidence may be submitted either through the accredited agent of the firm or trade association concerned or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4PW, tel. 01-930 2524, which will represent UK firms' interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319.

Ref: CRE 1705/77

Work trucks etc. A notice in *Trade and Industry* 27 January reported the imposition of a temporary additional duty on work trucks with a lifting capacity at 600 mm load centres of 1500 kg to 3999 kg (not battery operated) falling within tariff item 87.07.190; the notice added that Industries Assistance Commission (IAC) would inquire into and report in due course on the long-term needs of the local industry.

The IAC is now in a position to proceed with its inquiry which will be held in the Public Inquiry Room, 16th Floor, 59 Goulbourn Street, Sydney, NSW, commencing at 10.00 am on Tuesday, 11 April 1978.

Persons who intend submitting evidence to the inquiry but who have not yet notified the commission of their intention should do so immediately. Correspondence should be addressed to The Secretary, Industries Commission, PO Box 80, Canberra, ACT 2600. Evidence may be submitted either through the accredited agent of the firm or trade association concerned or through the Australian-British Trade Association, 6th Floor, Dorland House 18-20 Lower Regent Street, London SW1Y 4PW, tel. 01 930 2524, which will represent UK firms' interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319.

Ref: CRE 516/78

Sheets and plates of iron and steel. The Australian Department of Industry and Commerce has received a request for temporary protection against imports of plate, sheet and strip of iron and steel of the following kinds:

Uncoated hot rolled steel sheet and coil not exceeding 3.2 m thickness falling within item 73.13.100 of the custom tariff.
Uncoated cold rolled steel plate, sheet and coil falling within item 73.13.100 of the customs tariff.
Galvanised steel plate, sheet, strip and coil falling within items 73.12.190 and 73.13.300 of the customs tariff (includes corrugated forms).
Terne alloy-coated steel plate, sheet and coil falling within item 73.13.200 of the custom tariff.
Electrical steel sheet, strip and coil falling within items 73.12.130; 73.13.400; 73.15.100; and 73.15.910 of the custom tariff.

Requests for temporary protection are initially received and considered by the department concerned. At a subsequent stage they may be referred to the Temporary Assistance Authority for inquiry and report within 30 days of the date of the reference.

Any temporary assistance in which may be accorded the goods would be the nature of a holding action pending government consideration of the question of long term assistance requirements of the local industry following an inquiry and report by the Industries Assistance Commission.

If you wish your views to be considered in the context of this application for temporary assistance you should forward your comments immediately to the Department of Industry and Commerce, Canberra. ACT 2600.

Inquiries: CRE 01-215 5319.

Ref: CRE 517/78

Timber and timber products. A notice in *Trade and Industry*, 8 April 1977, reported the dates on which the Industries Assistance Commission had arranged public hearings to consider the question of according assistance to the local timber and timber products industry (including plywood and veneer).

The commission has now issued a draft of its report which is being made available to interested parties to enable them to examine and comment on it before final recommendations are made. In order to receive submissions on the draft report the commission will hold a further public hearing at the Public Inquiry Room, Industries Assistance Commission, Kings Avenue, Canberra ACT 2600 commencing at 10.00 am on 5 April. The commission has requested that persons intending to make a submission should inform the commission of their intention in advance of the date of the hearing and, if possible, forward a copy of the submission to the Secretary, Industries Assistance Commission, Kings Avenue, Canberra, ACT 2600 to arrive before 5 April. A copy of the draft report may be obtained on loan from Department of Trade, Room 336, 1 Victoria St, London SW1H 0ET. Inquiries: CRE 01-215 5319

Ref: CRE 1740/76

Rubber products. A notice in *Trade and Industry*, 4 March 1977, reported that as part of the general tariff review, rubber goods had been referred to the Industries Assistance Commission (IAC) for consideration. The IAC is now in a position to proceed with the inquiry and has arranged for the public hearings to be held as follows:

Public Inquiry Room, Industries Assistance Commission, 12th Floor, Marland House, 570 Bourke Street, Melbourne, Vic at 10 am Tuesday, 1 August 1978.
Public Inquiry Room, Industries Assistance Commission, 16th Floor, 59 Goulbourne Street, Sydney at 10 am Tuesday, 8 August 1978.

Persons who intend to submit evidence to the inquiry but who have not yet notified the commission of their intention should do so as soon as possible. Correspondence should be addressed to the Industries Assistance Commission PO Box 80, Canberra ACT 2600.

Evidence may be submitted either through the accredited agent of the firm or trade association concerned or through the Australian-British Trade Association, Dorland House, 18-20 Lower Regent Street, SW1Y 4PW, tel. 01-930 2524, which will represent UK firms' interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of the submission and whether the interested party is a member.

Inquiries CRE 01-215 5391. Ref CRE 393/77.

Brazil

Imports of machinery. Cacex comunicado 782/2, of 2 January, prohibited the import of machinery and equipment for crushing soya grain, castor seed, cocoa beans, for the extraction of orange juice, the production of baler twine and textiles. Comunicado 78/8, of 21 February has relaxed these restrictions and now import licences for equipment not having a national similar will be issued in the following cases:

1 Projects which Cacex consider to be in the interest of Brazilian exporters;
2 If the machinery does not increase already installed capacity ie spares or replacement machinery;
3 Quality and pollution control machinery;
4 Components for the manufacture of textile machinery in Brazil;
5 Machinery, equipment and parts for development projects.

Inquiries: OTAR 01- 248 5757 ext. 476/474.

Dominica

Import licences. The Dominican authorities have announced that import licences are now required for the following goods from all destinations irrespective of origin.

Tariff no. 32.09. Varnishes, lacquers, etc: 10 Varnishes and lacquers. 30 Paints and enamels.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Fiji

Warehousing. The Fiji customs and excise department has announced, with effect from 1 March 1978, that all transhipment goods must be warehoused. A proper licensed customs' carrier must be used to take transhipment cargo between the transit sheds and the bonded warehouses, and this must be covered by a customs' cartnote. Goods which are not transhipped within six months of the date of arrival will be sold.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Guyana

Consumption tax. The Guyana authorities have announced an increase in the consumption tax on the following goods: spirits, cigarettes, petrol, refrigerators, and furniture.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Honduras

Industrial property. The trade marks law is being amended to bring it into line with 'technical progress and industrial development, and to fix a fair rate for the registration fees'. New provisions added to the existing trade mark law concern the registration of service marks and trade names, and the requirements necessary for a trade mark licensing agreement to be satisfactorily concluded.

An unofficial translation of a notice from the *Official Gazette* of Honduras is available for public inspection in the Chancery House Annexe of the Science Reference Library (Holborn Division), Chancery House, Lower Ground Floor, Chancery Lane, London WC2A 1AY, and contains the complete classification of goods and fees.

Iraq

Domestic electrical appliance fair. A specialised exhibition of all domestic electrical appliances imported and retailed by the Iraqi Trading Company (ITC) will be held at the Baghdad fairground from 6 to 12 May 1978.

The ITC would like to hear from companies who might wish to exhibit. Interested firms should telex details of all products which are to be exhibited to Iraqi Trading Company, PO Box 17, Masbah, Baghdad, telex 2291 Unifresco IK, tel. 96385.

Jamaica

Standard hollow concrete blocks. The Jamaican authorities have declared the standard for standard hollow concrete blocks to be compulsory with effect from 14 June 1978.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Japan

Chemical substances. Under an amendment made in June 1977 to the Labour Safety and Health Law (1972) a new scheme, designed to protect workers from health hazards, was introduced whereby manufacturers and importers of new chemical substances must submit test data in order to obtain clearance from the Ministry of Labour. This scheme will be put into operation on 30 June 1979, and by that time the Ministry of Labour will have prepared a list of existing chemical substances. In order to have substances included, manufacturers and importers were asked on 1 December 1977 to report the following details of substance to the Ministry by 31 March 1978: Description; English name; chemical structure formula; molecular quantity; boiling point; melting (fusion) point; exterior appearance; purpose of use; name of final product (in case the substance is an intermediary for making another substance).

For those who cannot meet this deadline the Ministry of Labour intend to offer another opportunity to report at a so far unspecified time at the end of this year. British manufacturers and exporters are advised to ensure that their Japanese importers have already reported the details, or will do so by 31 March 1978, or if this is impossible that the importers check when the second opportunity arises.

No further details are available.

Inquiries: OTAR 01-248 5757 ext. 420/475.

Kuwait

Labelling of foodstuffs. There was an unofficial extension as from 1 February 1978, of the grace period for the labelling in Arabic of canned, bottled or pre-packaged foodstuffs.

Information has since been received that the date of manufacture is unofficially acceptable in English. Although labelling in Arabic on individual items is compulsory it is not necessary on outer cartons.

As soon as further details are available another notice will be issued.

Inquiries: OTAR 01-248 5757 ext. 475/7062.

Madagascar

Import duties. The government of Madagascar have announced changes in the rate of import duty of a number of commodities. The goods affected are under CCCN numbers:

11.07, 15.13; chapters 28 and 29; 33.01, 33.02, 33.03, 33.04, 33.05, 38.11, 39.01, 39.07, 40.11, 48.07, 48.16, 70.13, 76.01, 82.02, 82.03, 87.02, 87.04.

Further details can be obtained from OTAR 01-248 5757 ext. 472.

Norway

Price freeze. Following the devaluation of the Norwegian kroner against other countries in the 'snake' the Norwegian government has announced new temporary provisions for the control of prices. For most goods importers are now forbidden to demand higher prices for imported goods than those charged on 10 February 1978 (ie the day before devaluation). However, any additional taxes and duties incurred as a result of the importers increased purchasing price following the devaluation may be passed on.

These regulations supersede those on profits freeze which came into effect on 1 December 1977 (*Trade and Industry* 3 February 1978).

British exporters may obtain a copy of the above regulations from OTAR SECTION.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Spain

Safety valves for nuclear power stations. In the Spanish *State Gazette* of 3 March, the Spanish authorities published approval under the special system of joint assembly of a pro forma resolution for the manufacture of safety valves for nuclear power stations. The percentage of the total cost which may be imported with 95 per cent customs duty reduction ranges from 68 per cent to 30 per cent to the type of valve.

On application a specific resolution could be approved by the Spanish Directorate of Tariff Policy, given a detailed description of the parts, components, etc to be imported with the reduced import duty, provided the value of such parts does not exceed the percentages given above. Details of parts to be imported are not given, neither is the name of an authorised Spanish maufacturer. Validity period is for four years from 3 March 1978.

British exporters interested in proposing themselves as potential partners should send details of their equipment to the British Embassy, Commercial Department, Fernando El Santo 16, Madrid 4, who will make local enquiries on their behalf. No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Thailand

Nylon yarn, nylon stretched yarn and polyester fibre yarn. The Thai Foreign Trade Department have issued regulations on applying for permission to import into Thailand nylon yarn, nylon stretched yarn and polyester fibre yarn. These regulations came into effect on 15 February 1978.

In the case of applying for permission to import these materials for use in the manufacture of goods for export, permission will be granted only to the manufacturers who use such materials as raw materials. But these manufacturers must produce relevant evidence for consideration. If granted, permission will be given for the import to be made not later than 31 December 1978.

When applying for permission to import these materials for all purposes other than that above ie whether or not they will be imported for the manufacture of goods for export. In cases like this permission will be granted only for the import of the types or sizes that cannot be manufactured locally or which can be manufactured locally, but at a quantity insufficient to meet the market demand.

Applications to import these materials into Thailand should be sent to the Goods Control Division, Foreign Trade Department.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Increase in import duty. The Thai government have announced increases in the rate of import duty on a wide variety of products. The only information available at the moment is listed below.

Import duty is increased on the following:

Passenger cars to 150%.
Other automobiles including vans, pick-ups and jeeps to 80%.
Spare parts for passenger cars to 80%.
Textiles and clothing to 80%-100%.
Articles of stone, plaster, cement, asbestos, mica and similar materials, ceramic products, glass and glassware, furniture to 50%-80% or higher.
Colour television sets to 80%.
Radio sets to 60%.
Record players, tape recorders and sound equipment to 50%/60%.
Air-conditioners to 80%.
Domestic household electrical appliances to 80%.
Spare parts for electrical goods to 40%.
Prepared foodstuffs such as fish, vegetables, fruits, cereals, butter, cheese and desserts to 80% or higher.

Inquiries: OTAR 01 248-5757 ext. 401/468/469.

Overseas trade export successes

Philippine sugar plant contract worth £15m

Fletcher and Stewart, the Derby-based sugar machinery manufacturing subsidiary of Booker McConnell, has been awarded a £15 million contract in the Philippines for the design, supply, installation and commissioning of a refinery to produce high-quality refined sugar from 550 tonnes of raw sugar per day.

The new unit will play an important part in the Philippines Sugar Commission's strategy for improving the quality of sugar in the Philippines to promote the further development of local industries such as fruit canning and soft drinks without the need for importing the special grades required by these users.

The contract was negotiated by Dashwood Fletcher International, the company owned jointly by Fletcher and Stewart and Dashwood Finance Company.

This is the fourth occasion on which the partners in Dashwood Finance International have co-operated successfully to obtain major turnkey projects in the Philippines.

Further information: circle 511

Reyrolle power switchgear win £3m contracts

Export contracts totalling £3 million have been won by Reyrolle, the Hebburn-based electrical engineering company of Northern Engineering Industries, for 33 000 V switchgear equipment. These orders were received from the crown agents for Malaysia, British Petroleum for the Rotterdam refinery, Hawker Siddeley for the Dubai aluminium smelter project and the Jordan Electric Power Co.

Further information: circle 512

Cathay chooses RB211s for its 747s

Cathay Pacific Airways has selected Rolls-Royce RB211 engines to power its long-range Boeing 747 airliners. They will be the RB 211-524B engines and will operate mainly on the airline's routes from Hong Kong to Sydney, Melbourne and Tokyo.

The airline has ordered one 747 for delivery in July 1979 and has options to purchase two more for 1980-81 delivery. The sale of installed and spare RB 211 engines for Cathay's first Boeing 747 is worth over £7 million to Rolls-Royce.

Cathay is the third customer for the RB 211-powered 747, which entered service with British Airways in July last year. The airline already operates a fleet of six Lockheed TriStar airliners with RB 211 engines on its Far East routes.

Further information: circle 513

PO wins £4m Libyan contract

A £4 million contract has been won by the British Post Office for a major telecommunications consultancy project in Libya. It brings to nearly £11.5 million – in two years – the value of consultancy contracts awarded to the Post Office by Libyan telecommunications interests.

Under the new contract, which has just been signed, Post Office experts will assist the National Telecommunications Co of Libya to construct a number of telephone open-wire carrier routes. These enable up to 12 calls to be transmitted simultaneously over a single pair of overhead wires.

The project involves constructing 1400 km of carrier routes to serve outlying communities of major towns along Libya's northern coast. Post Office work starts in March and is due for completion by the end of 1979.

Further information: circle 514

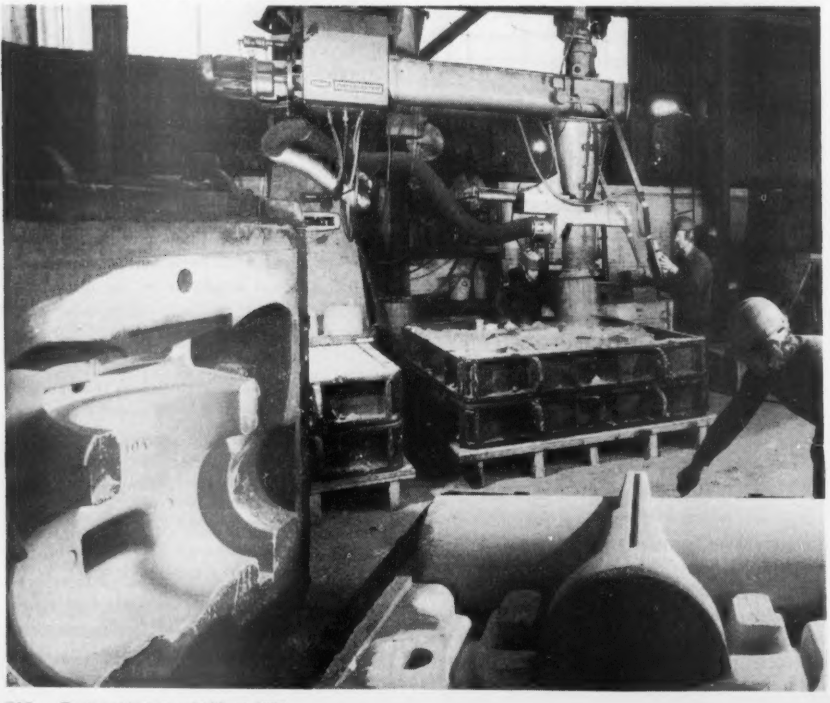
Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Manufacturing clay moulds for Texas plants

Foundrymen at the Clay Cross, Derbyshire works of Triangle Alloys, manufacturing clay moulds for the casting of steel valve bodies for an ethylene cracker plant now under construction at Corpus Christi, Texas. The company, a member of the Triangle International group, has gained substantial home and overseas orders for castings up to 6 tons (6100 kg) in carbon, low alloy and stainless steels. Overseas commitments include castings for pressure vessels for an Aramco refinery complex in Saudi Arabia and equipment for refineries and industrial plant in the Far East and throughout Europe.

Further information: circle 515



Sri Lanka orders £2.75m worth of Leyland trucks

Leyland International has won a major commercial vehicle order, valued at more than £2.75 million, from Sri Lanka.

The group's two Sri Lankan distributors have placed orders for 632 truck chassis/cabs from the lightweight Leyland WF and FG ranges.

The trucks – 584, 9-ton Leyland WFs and 48 4.5-ton Leyland FGs – will be shipped in completely knocked-down form from Leyland truck and bus group's light/medium division in Bathgate, Scotland.

Delivery will be completed during 1978 and the distributors will carry out assembly and fit local bodywork in Sri Lanka.

Further information: circle 516

Spanish tv makers to use UK work stations

Elite Engineering of Fareham, has just completed an export order for 32 printed-circuit board assembly work stations which have been installed in the Spanish factory of Werner TV of Madrid where they will be used in the manufacture of television sets.

The work stations embody a component dispenser which can hold up to 84 different component types and the components are offered up to the operator within easy reach in a pre-arranged sequence and at the same time an overhead projector illuminates the printed-circuit board to show exactly where the components are to be inserted.

This concept says Elite Engineering can eliminate errors entirely and requires negligible operator training. Werner TV have dressed all their operators in overalls to match the light blue and capricorn yellow colour scheme of the machines.

Further information: circle 517

Gas detection firm wins £250,000 order

J. and S. Sieger of Poole, gas detection specialists, has received orders from Russia, Kazincbaroika in Hungary, and Japan. The order destined for Hungary, is for toxic gas monitoring equipment, including 25 7070 vinyl chloride monomer (vcm) continuous monitors covering the range 0-8 ppm, and with an alarm level set at 5 ppm to indicate a general build-up in the background level of vcm in the work area. Additional alarms protect the plant against large leaks of flammable vinyl chloride gas, and include 40 model 1401 gas detectors with model 726 catalytic type sensors.

The Russian order for 38 chlorine monitors is on its way to the new chlor-fluoromethane plants. The units are required as general pollution monitors in the working area of the plant, and will initiate alarms at the Russian threshold limit value of 0.33 ppm.

The vcm and chlorine monitors are part of the Sieger UEI division 7000 series range of instruments which also include protection against toxic levels of tdi, H_2S, phosgene, NO_2, SO_2, hydrazine and ammonia.

Mitsubishi Heavy Industry Ltd of Tokyo has ordered 250 model 1300 two level gas alarm circuits with model 770/1 catalytic type sensors, and is split into three process trains for use at the Shell NGL offshore production platforms near Qatar in the Gulf. The units are calibrated for a mixture of 1 per cent v/v butane in air and alarm initiations occur at 10 per cent and 25 per cent of the lower explosive limit. The equipment has been delivered in six weeks, and will be maintained by company trained engineers.

The model 1300 is designed for 48 cm rack mounting and up to eight individual circuits can be accommodated per rack.

Further information: circle 518

Nigerian water supply contracts placed

D. Balfour and Sons, Consulting Engineers, has just been awarded an additional contract for water supply projects in Borno State, Nigeria.

The work will involve borehole abstraction, simple water treatment plant, service reservoirs, water tanks, pumps, substantial quantities of supply and distribution mains, and related ancillary equipment.

Preliminary design work has begun and is due to be finished in May; tender documents will be available in the late summer.

Further information: circle 519

APV wins tube contract

Terni Industrie Chimiche has placed an order worth £30,000 with APV Paramount Ltd of Crawley, for a number of replacement reformer tube assemblies for their hydrogen plant at Nero Montoro in Italy.

These new tubes will replace some originally installed in HK40 grade and are being produced at the Teesside Division of APV Paramount in Paralloy H24W which correspond to the IN519 specification of Inco.

Further information: circle 520

Volkswagen to use UK tube fittings

Enots Ltd, an IMI company of Lichfield, has received its largest ever single order for tube fittings from Volkswagen Cars for their main plant at Wolfsburg near Hanover. The fittings will be used on a new production line being installed.

The car bodies are welded at the Volkswagen plant on unmanned welding machines in a fully automated line. Nylon tubes carrying compressed air, coolant oil and water, have a limited life because of sparks from the welding machines and the Enots push-in tube fittings allow them to be changed quickly and without the use of special tools.

Volkswagen is using all-brass metric push-in fittings in sizes suitable for up to 14 mm outside diameter tube. They have been specially modified by Enots to include a shroud which covers the tube to prevent welding sparks and dirt getting in.

Further information: circle 521

Tonnes Force gives a lift to S. Korean industry

Tonnes Force Ltd of Bishop's Stortford, is to supply cranes to a large petrochemical complex in south Korea.

The order, valued at around £100,000, is for four cranes of the explosion-proof type. Tonnes Force which specialises in cranes for hazardous duty application will also be supplying ancillary switchgear and electrics.

The cranes will be used for the assembly and subsequent maintenance of the compressors and reactors of a polypropylene plant.

Two nine-tone underslung cranes will have flameproof electric, long-travel drives, but the hoists will be manual, fitted with non-ferrous moving components to avoid the possibility of sparking.

The second pair are all electric three ton double-girder, top-running cranes. All four will operate off a 60 cycle electric supply.

Further information: circle 522

US orders boost Dowty mining exports

Through its United States subsidiary, Dowty Corporation, Dowty Group's mining division has just boosted its exports by winning orders worth nearly £3 million from United States mine companies.

The division will ship a complete package of long-wall face equipment to Leeco's no. 22 mine in Laurel County, Kentucky. It will include Dowty mining equipment's four-leg 360-ton shield supports, a Dowty meco armoured face conveyor and a British jeffrey diamond coal cutter.

American Electric Power has ordered four-leg 610-ton shield supports for its Meigs mine.

In addition Dowty Corporation has secured an order from US Steel for a complete coal face installation of four-leg 360-ton shield supports for its Cumberland mine. The steel work for these supports will be made in the United States and all hydraulic equipment supplied by Dowty mining division from Ashchurch, Glos. Final assembly of the shields will be at Dowty Corporation's Zelienople plant in Pennsylvania.

Further information: circle 523

Advertisements for 'Trade and Industry'

All advertisement inquiries and bookings should be addressed to our advertisement department, at 13 Great James Street, London WC1, telephone 01-242 9478.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			£ million 18,401	10,528	1,830	1,929	£ million		
1971	101.8	32 675	9 682	1 988	1 922	92	−148	52	18	1 057	279	778
1972	104.2	34 542	9 797	1 721	2 035	34	−145	48	15	107	−701	808
1973	110.4	36 062	10 253	1 730	2 377	1,321	597	102	379	−910	−2 354	1 444
1974	109.5	35 361	10 287	1 964	2 300	596	634	81	−109	−3 538	−5 195	1 657
1975	107.2	35 269	9 640	1 695	1 921	−842	−429	−111	−65	−1 614	−3 205	1 591
1976	109.7	35 408	9 444	1 633	1 900	97	5	23	9	−1 107	−3 510	2 403
1977	110.6 p	35 143	9 040	1 761	2 072		219	103	17	−35	−1 612	1 577
1976 1st qtr.	109 0	8 808	2 377	397	448	−1	0	26	33	−47	−543	496
2nd qtr.	109.4	8 791	2 346	400	468	−12	−66	−20	−45	−345	−909	564
3rd qtr.	109.4	8 880	2 378	414	488	5	−2	14	16	−377	−1 097	720
4th qtr.	111.1	8 929	2 343	422	496	105	73	3	5	−338	−961	623
1977 1st qtr.	110.3	8 757	2 259	418	502	234	125	51	102	−505	−947	442
2nd qtr.	110.8	8 640	2 291	433	508	229	164	39	−5	−364	−764	400
3rd qtr.	110.5	8 825	2 263	456	530	−25	−31	5	−44	483	54	429
4th qtr.	110.6 p	8 921 p	2 227 p	455	533		−40	7	−36	351	45	306
% change last 2 qtrs. on prev. 2 qtrs.	—	+2.0	−1.3	+7.1	+5.2							
on a year earlier	+0.3	−0.4	−4.9	+9.0	+8.0							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)			Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices		Wholesale prices: all manufacturing industry		Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Export	Import
				monthly averages		% increase on a year earlier	basic materials and fuel used	manufactured products: home sales		mid-month count	% of total employees	mid-month count	On a balance of payments basis	
	at 1970 prices		at 1971 prices		(not seasonally adjusted)				(old series)				at 1975 prices	
Base of index £m in base year Series in	1970	1970	1971 16,296	thousands	Jan. 1974		1970	1970	Jan. 1970	thousands		thousands	1975 19,462	1975 22,667
1971	100.1	99.4	100.0	108.5	80.0	9.4	104.6	109.0	119.4	775.8	3.4	130.9	84.6	83.3
1972	102.3	102.0	105.3	138.6	85.7	7.1	109.2	114.8	134.8	854.9	3.7	147.3	84.5	92.4
1973	110.1	110.5	110.3	137.1	93.5	9.1	144.5	123.2	152.6	611.0	2.6	307.0	96.8	105.6
1974	106.3	108.9	109.0	102.8	108.5	16.0	215.3	152.0	179.6	599.7[1]	2.6[1]	302.7[1]	103.9	107.9
1975	100.6	102.2	106.7	97.2	134.8	24.2	235.4	188.7	227.6	929.0	3.9	150.0[1]	100.0	100.0
1976	101.4	103.1	106.5	104.7	157.1	16.5	299.0	219.6	263.3	1 269.8[1]	5.4[1]	120.4[1]	109.9	105.5
1977	102.4	103.6	103.6	107.1	182.0	15.8	340.1 p	261.7 p	288.5	1 378.1	5.8	155.6[1]	118.9	107.0
1977 1st qtr.	103.2	105.2	103.3	104	174.1	16.5	341.5	248.0	280.2	1 329.5	5.6	. .	115.7	109.1
2nd qtr.	101.9	103.0	102.5	103	181.9	17.4	347.7	259.2	285.2	1 340.6	5.6	157.7	118.0	109.8
3rd qtr.	102.7	103.7	104.3	112	184.7	16.5	340.5	267.7	288.4	1 414.6	5.9	151.9	124.1	106.4
4th qtr.	101.7	102.6	104.4	110	187.4	13.1	330.6 p	272.1 p	300.3 p	1 427.8	6.0	160.1	117.9	102.6
1978 1st qtr.										1 409.4	5.9	187.7		
1977 Apr.	102.2	103.5	102.3	106	180.3	17,5	349.7	255.4	283.1	1 333.8	5.6	155.5	116.2	105.3
May	103.3	104.8	103.2	108	181.7	17.1	348.3	259.8	286.2	1 323.8	5.5	159.4	116.0	109.6
June	100.3	100.6	102.1	95	183.6	17.7	345.2	262.4	286.2	1 364.3	5.7	158.1	121.9	114.5
July	102.8	104.2	104.8	113	183.8	17.6	344.5	265.8	286.5	1 398.5	5.9	155.2	123.1	110.4
Aug.	102.8	103.4	104.7	116	184.7	16.5	338.8	268.1	288.7	1 410.3	5.9	153.4	123.4	101.3
Sept.	102.6	103.5	103.5	107	185.7	15.6	338.1	269.2	290.1	1 434.9	6.0	147.2	125.9	107.5
Oct.	101.5	102.4	102.7	116	186.5	14.1	333.8	271.0	294.6	1 431.5	6.0	156.0	119.4	101.3
Nov.	101.4	101.9	103.1	108	187.4	13.0	329.9	272.0	300.1	1 429.6	6.0	159.4	115.3	98.4
Dec.	102.3	103.4	106.9	104	188.4	12.1	328.0	273.3	306.6	1 422.3	6.0	165.0	118.9	108.1
1978 Jan.	102.9 p	103.0 p	104.9	125	189.5	9.9	324.9 p	277.0 p	306.0 p	1 419.2	5.9	180.3	112.6	114.4
Feb.			106½ p	120	190.6	9.5	323.3 p	279.2 p		1 409.0	5.9	187.0	128.7 p	110.6 p
Mar.										1 400.0 p	5.9	195.8 p		
% change latest 3 months on prev. 3 months	−0.1	−0.3	+3.0	+5.4	+1.6		−2.6	+2.1	+4.5	−1.3			—	+8½
on a year earlier	−0.9	−1.8	+1.5	+9.4	+10.5		−3.1	+13.6	+10.3	+6.0			+4½	+2½

p Provisional pe Preliminary estimate e Estimate . . Not available [1] Average of available months

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Engineering industries: indices of production up to December

Initial estimates of the output of the engineering industries for the fourth quarter of 1977 suggest that for each of the three broad sectors there was a slight decrease in production compared with the third quarter. Looking at 1977 as a whole, output of the mechanical engineering industries was 2 per cent lower than the average for 1976, whilst production of the instrument and electrical engineering sectors increased by 2½ per cent and nearly 3 per cent respectively. Output of the whole of engineering was consequently only marginally higher last year than in 1976. For the combined engineering sector, output during the two years has continued at a fairly low level with only a transient and modest increase in early 1977.

Within mechanical engineering the main exceptions to the moderately falling level of output between 1976 and 1977 were pumps, valves, compressors and fluid power equipment, industrial engines, office machinery, and the combined group for weighing machinery and portable power tools. All these industries showed some further increases in the fourth quarter of last year, together with agricultural, textile, mining and other non-electrical machinery, which recorded some recovery from previously falling or subdued trends. Among the declining sectors in the fourth quarter were construction equipment, mechanical handling equipment, refrigerating and space heating machinery, process plant and the mixed category of other mechanical engineering.

In the relatively small instrument engineering sector, the major part of the rise in output between 1976 and 1977 was accounted for by an increase of 3½ per cent in scientific instruments. There was little change overall in this sector between the third and fourth quarters of last year.

For the electrical engineering sector the experience has also been mixed. The growth of 3 per cent in 1977 compared with 1976 was entirely in the electronics industries. Electronic components, electronic computers and electronic capital goods showed marked increases in production of 11, 15 and 10 per cent respectively, although the precise rates of growth are difficult to measure accurately in constant price terms given the continuously developing technology of electronic products. Electrical machinery, the wires and cables industry and electric parts for vehicles showed smaller increases, but output of the telecommunications equipment industry decreased appreciably, by 18 per cent between the two years.

Output of many industries in electrical engineering slackened towards the end of last year. An increase between the third and fourth quarter appeared only for electronic components, records and tapes, and electronic capital goods. The jump in output of electrical equipment for vehicles probably represents a recovery from the third quarter which was affected by strikes. The figures for the computer industry have changed markedly with the addition of two later months' information; it now appears that the rate of sales in the fourth quarter of 1977 has eased back from an exceptionally high third quarter. However, the index for the fourth

continued on page 716

Indices of production for engineering industries

Seasonally adjusted volume indices

MLH		1970 = 100				1976				1977			
		Weight (percentage)	1975	1976 p	1977 p	1st qtr	2nd qtr	3rd qtr p	4th qtr p	1st qtr p	2nd qtr p	3rd qtr p	4th qtr p
3310	Agricultural machinery	1.05	113.7	109.2	108.3	106.7	105.7	106.8	117.7	113.7	96.2	107.0	116.1
3320	Machine tools	4.01	73.6	60.8	59.3	64.5	59.8	57.9	61.0	59.6	57.7	59.6	60,3
3331	Pumps	1.02	123.6	132.8	136.7	130.8	132.3	131.7	136.5	138.9	140.5	130.8	136.4
3332	Valves	1.49	106.6	98.8	105.8	96.1	96.4	96.6	106.2	106.7	98.4	107.2	110.9
3333/4	Compressors	1.85	109.0	103.7	111.4	102.6	105.1	101.1	106.1	108.9	106.8	109.9	116.6 [2]
3340	Industrial engines	1.61	125.6	128.0	141.0	131.3	134.9	121.6	124.3	145.8	139.2	139.1	139.2 [2]
3350	Textile machinery	2.25	111.7	75.2	49.9	88.6	78.6	68.8	64.9	55.0	46.5	45.6	52.6
3360	Construction equipment	2.82	127.8	125.7	126.7	125.5	129.8	124.1	123.4	143.0	122.2	122.3	119.2
3370	Mechanical handling equipment	3.47	116.2	104.6	103.5	105.1	104.8	104.1	104.5	109.2	104.4	106.2	194.0
3380	Office machinery	2.03	103.6	103.2	109.7	98.0	101.0	100.1	113.6	108.8	103.9	106.2	114.3 [2]
3391	Mining machinery	1.04	169.2	158.5	146.6	166.8	162.1	154.8	150.1	135.6	145.7	142.8	162.2
3392	Printing and paper machinery	1.02	83.9	76.0	75.7	73.2	76.4	81.2	73.4	77.7	76.3	74.4	74.4
3393/4	Refrigerating and space-heating machinery	2.32	99.2	93.4	91.9	93.5	91.2	93.8	95.0	97.0	93.2	90.5	86.9
3395/6	Weighing machinery and power tools	1.08	102.8	102.0	107.9	93.8	101.8	112.6	100.0	102.9	107.3	103.1	112.6 [2]
3397/8	Food processing machinery: packaging machinery	1.53	129.4	123.5	116.7	129.7	127.6	125.4	111.2	117.6	118.2	114.1	117.0
3399	Other non-electrical machinery	4.99	84.8	80.9	81.9	80.3	88.8	77.2	77.5	93.5	78.4	75.4	80.2
3414	Constructional steelwork	3.11	120.5	106.9	100.6	111.4	108.3	105.9	102.2	107.9	96.0	98.6	99.8
3415	Industrial plant and fabricated steelwork	7.92	88.0	86.5	79.6	92.5	84.8	87.9	80.6	76.7	80.5	87.2	78.2 [2]
3491	Ball, roller and plain bearings	3.17	109.9	107.7	107.6	103.6	108.7	107.8	110.6	108.4	108.5	107.4	106.2
	Other mechanical engineering	7.40	105.0	97.3	94.8	99.5	99.4	95.6	94.7	97.1	98.0	95.4	88.8
	Mechanical engineering	55.16	104.2	97.4	95.4	99.2	98.7	96.2	95.6	98.4	94.3	95.0	93.9
3510	Photographic and copying equipment	0.80	96.1	94.4	94.6	86.4	96.6	89.2	105.6	93.4	97.1	97.5	90.2
3520	Watches and clocks	0.53	144.7	129.3	126.4	128.6	124.1	129.9	134.6	119.8	116.5	139.4	130.0
3530	Surgical instruments	1.18	136.7	121.9	122.6	120.6	126.2	119.2	121.6	124.7	120.8	119.6	123.0 [2]
3540	Scientific and industrial instruments	5.69	115.6	112.6	116.3	110.2	112.6	110.7	117.2	114.4	118.7	116.0	116.3
	Instrument engineering	8.19	118.5	113.3	115.8	110.6	113.7	111.0	117.8	114.2	116.8	116.2	115.9
3610	Electrical machinery	7.25	97.9	95.2	99.6	93.7	96.3	95.5	95.2	98.8	98.8	101.8	99.0
3620	Wires and cables	2.91	93.5	95.4	99.0	90.5	95.0	95.5	100.8	103.0	97.4	100.5	94.8
3630	Telecommunications	3.28	114.4	100.4	82.6	109.2	106.3	96.8	89.1	83.7	81.4	85.9	79.1
3640	Electronic components	5.48	111.7	113.5	127.0	104.9	113.2	112.9	122.8	125.0	127.2	124.7	130.9
3651	Records and tapes	0.42	197.4	188.8	194.8	187.0	199.7	185.3	183.0	216.9	194.8	169.3	198.1
3652	Broadcasting equipment	2.75	168.5	156.5	149.1	135.7	150.2	165.0	175.1	146.5	134.1	165.8	150.1
3660	Computers	1.43	158.8	168.1	192.8	168.5	158.0	169.0	177.0	178.2	184.9	219.4	188.8
3670	Electronic capital goods	4.30	97.1	101.6	111.3	97.9	101.4	102.1	104.9	110.0	108.1	110.1	116.9
3680	Domestic, electrical appliances	2.99	134.4	123.1	124.2	116.5	113.9	129.8	132.0	137.4	112.7	125.8	121.0
3691	Electric parts for vehicles	1.90	95.8	96.7	91.4	98.2	98.0	95.0	95.6	96.8	100.4	77.1	91.2
3692/3	Batteries	1.46	117.2	117.7	115.9	119.9	126.9	115.0	109.1	122.3	105.8	117.0	118.7
3694	Lamps and other electrical	2.50	97.2	93.4	96.6	91.8	93.7	93.5	94.5	98.3	97.4	96.2	94.9 [2]
	Electrical engineering	36.65	113.4	110.8	113.9	107.1	110.4	111.5	114.1	115.0	111.0	115.7	114.1
	Combined engineering	100.00	108.7	103.6	103.9	103.0	104.2	103.0	104.2	105.8	102.3	104.4	103.1

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[1] Averages if for other than a calendar quarter should not be compared with those in the preceding column; the estimates are not independent and are subject to erratic variation and later revisions. Comparisons with earlier quarters provide more reliable guides to recent trends. [2] The figure shown is the average for September to November; later figures not available owing to insufficient response. p Provisional.

Capital expenditure of the manufacturing, distributive and service industries in the fourth quarter of 1977

The estimates reported below take into account the use of the improved price indices for new building work announced in *Trade and Industry*, 10 March 1977. Revised estimates of the volume of investment in the fourth quarter of 1977 confirm increases for 1977 over 1976 for manufacturing (8 per cent), distributive and service industries excluding shipping (9 per cent) and shipping (20 per cent).

Manufacturing industries

The latest estimate of the volume of investment in the fourth quarter of 1977, of £455 million at 1970 prices seasonally adjusted, is unchanged from the provisional estimate and about the same as in the third quarter, when there was a substantial rise. In the year as a whole the volume of investment was £1,761 million, 8 per cent higher than in 1976.

Slight falls in investment in plant and machinery and vehicles in the fourth quarter were offset by a rise in investment in new building work. For the year as a whole investment in all assets rose when compared with 1976, with new building work and plant and machinery each increasing by 7 per cent and vehicles by 22 per cent.

Movements in the different industry groups diverged widely. Comparing year 1977 and year 1976, substantial increases in the volume of investment, ie in excess of 20 per cent, were recorded for the food, drink and tobacco, the non-ferrous metals and the residual other manufacturing industry groups. Above average increases were shown by the chemicals, the engineering, shipbuilding and metal goods, the paper, printing and publishing and the vehicles groups. The remaining three groups all had reduced levels of investment compared with 1976 with the largest fall, 25 per cent, being for the iron and steel industry. Excluding this industry, investment in 1977 was 14 per cent higher than in 1976.

In the second half of 1977 the volume of investment by manufacturing industry was 7 per cent higher than in the first six months. Large rises, 15 per cent or more, were recorded by the coal and petroleum products, the chemicals, the non-ferrous metals, the vehicles and the paper, printing and publishing industry groups and about average rises for the engineering, shipbuilding and metal goods and the residual 'other' manufacturing groups. Only two industry groups, the iron and steel and the textiles, leather and clothing groups recorded falls.

Table 1 Fixed capital expenditure at 1970 prices seasonally adjusted of manufacturing, distributive and service industries

£ million

		Analysis by industrial sectors			Analysis by type of asset		
Period	Total	Manu-facturing industries	Distributive and service industries (excluding shipping)	Shipping industry	New building work	Vehicles	Plant and machinery
1966	3 228	1 774	1 334	120	938	556	1 733
1967	3 314	1 738	1 407	170	939	603	1 772
1968	3 703 (3,615)[1]	1 851 (1 800)[1]	1 561 (1 554)[1]	290 (260)[1]	963	759 (729)[1]	1 980 (1 922)[1]
1969	3 893 (3 981)[1]	1 978 (2 029)[1]	1 683 (1 690)[1]	233 (263)[1]	1 044	728 (758)[1]	2 120 (2 178)[1]
1970	4 294	2 130	1 799	364	1 063	859	2 372
1971	4 274	1 988	1 922	364	1 102	833	2 338
1972	4 237	1 721	2 035	482	989	1 018	2 230
1973	4 605	1 730	2 377	498	1 032	1 124	2 449
1974	4 679	1 964	2 300	415	1 033	1 058	2 589
1975	3 956	1 695	1 921	340	844	841	2 272
1976	3 735	1 633	1 900	202	769	782	2 184
1977	4 076	1 761	2 072	242	774	897	2 405
1971							
1st qtr	1 052	513	468	71	276	186	590
2nd	1 079	498	477	104	273	225	581
3rd	1 089	498	491	100	276	218	595
4th	1 054	479	487	89	277	205	572
1972							
1st qtr	1 044	455	481	109	251	230	563
2nd	1 064	425	512	128	249	259	557
3rd	1 041	421	512	108	241	249	551
4th	1 088	421	530	137	249	280	559
1973							
1st qtr	1 180	435	588	157	265	310	604
2nd	1 105	417	588	101	257	251	597
3rd	1 128	450	585	93	263	254	611
4th	1 193	429	617	148	247	310	636
1974							
1st qtr	1 189	497	617	75	276	242	670
2nd	1 163	488	578	97	259	258	646
3rd	1 163	487	555	121	253	280	629
4th	1 165	493	551	121	244	277	644
1975							
1st qtr	1 040	456	482	102	223	235	581
2nd	1 011	433	484	95	219	215	577
3rd	978	409	486	82	205	203	569
4th	928	398	469	61	197	187	544
1976							
1st qtr	908	397	448	64	190	194	525
2nd	895	400	468	27	190	173	532
3rd	976	414	488	74	195	227	554
4th	955	422	496	37	194	188	574
1977							
1st qtr	989	418	502	69	183	226	580
2nd	997	433	508	57	187	223	587
3rd	1 044	456	530	58	202	230	612
4th	1 046	455	533	59	202	217	627

The figures given above cover a wide sector of the economy, accounting – after exclusion of dwellings – for some 48 per cent of all UK gross domestic fixed capital formation in 1976. The scope of manufacturing and the distributive and service industries is defined in the notes at the end of the article, and falls very largely in the private sector of the economy, although some public sector elements are included as appropriate (notably the British Steel Corporation, in manufacturing industry). Exploration and development work in the North Sea (order II) is excluded.

[1] After allowing for expenditure, brought forward into 1968 from 1969 to secure the higher rate of investment grants which ended on 31 December 1968: estimated at £51 million for manufacturing industry. £7 million for distributive and service industries, and £30 million for shipping. The estimate for shipping is particularly uncertain because of the erratic nature of this industry's capital expenditure, while that for the distributive and service industries is uncertain because of the smallness of the effect.

Distributive and service industries (excluding shipping)

On the basis of the improved price indices for new building work, and incorporating additional returns, the revised estimate of the capital expenditure of the distributive and service industries in the fourth quarter of 1977 is about £533 million at 1970 prices, seasonally adjusted. The outcome for the year is therefore now estimated at some £2,072 million, an increase of approximately 9 per cent over the investment in 1976. On the new basis of deflation, the reduction for new building work is only 2 per cent, while investment in vehicles increased by some 10 per cent, and in plant and machinery, by about 16 per cent.

In the classification according to industry groups, retailers' investment increased by 9 per cent over that in 1976, while the expenditure estimated for wholesalers rose by some 6 per cent, and for the residual group of industries, by 9 per cent.

Shipping industry

The revised estimate of investment by the shipping industry in the fourth quarter confirms the provisional estimate of £59 million, at 1970 prices, seasonally adjusted. The shipping industry's investment in 1977 was some 20 per cent higher than that in the previous year.

Notes

The estimation of changes in the volume of capital expenditure (as distinct from changes at current prices) is subject to greater error when price rises are larger, and this should be borne in mind in using the figures.

Slight revisions have been made to the first three quarters of 1977 to ensure that the seasonally adjusted yearly total for each series is equal to the unadjusted total.

Inquiries: Manufacturing industry 01-215 3175/3176. Distributive and service industries 01-215 3345.

Table 2 Fixed capital expenditure of manufacturing industry at 1970 prices seasonally adjusted

£ million

Period	Total all manufacturing industries	Analysis by industry group: Food, drink and tobacco	Coal and petroleum products	Chemicals	Iron and steel [1]	Non-ferrous metals [1]	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	Analysis by type of asset: New building work	Vehicles	Plant and machinery
1970	2 129.8	246.4	82.8	382.3	154.8	101.6	422.3	233.4	170.9	134.2	201.1	391.2	114.7	1 623.9
1971	1 988.0	247.9	118.4	333.4	228.5	67.1	373.9	148.9	144.4	110.5	215.0	353.0	114.8	1 520.2
1972	1 720.8	253.9	100.3	238.1	213.6	39.3	340.4	98.0	119.2	100.6	217.4	287.1	123.3	1 310.4
1973	1 730.3	263.5	39.2	180.8	167.9	30.9	391.0	138.4	168.8	112.8	237.0	266.7	130.6	1 333.0
1974	1 964.4	285.8	42.6	216.0	204.0	38.8	463.9	155.0	183.6	129.5	245.2	295.0	140.2	1 529.2
1975	1 694.9	221.9	50.5	263.9	233.8	33.2	370.6	123.2	127.0	102.5	168.3	252.8	105.4	1 336.7
1976	1 632.8	215.0	51.6	262.8	259.5	21.2	341.0	130.3	95.4	85.4	170.6	213.8	121.3	1 297.7
1977	1 761.3	276.8	48.1	298.0	194.0	25.7	380.7	143.9	87.5	94.6	212.0	228.2	148.3	1 384.8
1971 1st qtr	513.3	62.6	26.0	88.8	51.0	21.4	103.3	40.3	40.9	28.1	51.1	90.4	28.0	394.9
2nd	498.0	60.6	26.6	78.6	52.9	18.5	96.2	40.6	39.6	29.2	55.2	89.1	29.0	379.9
3rd	498.0	62.8	31.7	84.6	60.1	16.7	91.1	36.4	32.2	27.1	55.3	86.0	28.6	383.4
4th	478.7	61.9	34.1	81.6	64.5	10.5	83.3	31.6	31.7	26.1	53.4	87.5	29.2	362.0
1972 1st qtr	454.6	58.9	30.9	68.9	73.7	9.5	81.7	26.0	26.0	22.0	57.0	76.4	28.1	350.1
2nd	424.7	61.2	26.6	62.3	50.1	11.7	80.5	23.2	30.1	25.4	53.6	73.2	29.5	322.0
3rd	420.5	67.1	22.2	56.8	44.7	8.4	87.7	23.2	30.1	26.3	54.0	71.8	32.1	316.6
4th	421.0	66.7	20.6	50.1	45.1	9.7	90.5	25.6	33.0	26.9	52.8	65.7	33.6	321.7
1973 1st qtr	435.0	70.2	17.8	47.3	47.1	7.8	91.5	31.8	38.2	28.8	54.5	64.6	33.1	337.3
2nd	416.7	59.4	17.9	46.4	30.8	6.8	97.3	32.9	38.9	27.9	58.4	64.1	31.3	321.3
3rd	449.6	63.9	13.9	43.6	47.3	8.0	100.7	36.5	45.6	28.0	62.1	69.3	33.2	347.1
4th	429.0	70.0	−10.4	43.5	42.7	8.3	101.5	37.2	46.1	28.1	62.0	68.7	33.0	327.3
1974 1st qtr	496.5	75.6	9.5	48.8	44.2	9.1	121.1	40.2	47.9	30.8	69.3	76.9	35.0	384.6
2nd	488.2	73.8	9.4	49.9	48.3	10.5	114.1	39.0	47.3	33.3	62.6	73.3	35.6	379.3
3rd	486.7	71.9	10.8	53.9	46.9	9.7	116.1	39.0	46.4	32.5	59.5	71.1	35.9	379.7
4th	493.0	64.5	12.9	63.4	64.6	9.5	112.6	36.8	42.0	32.9	53.8	73.7	33.7	385.6
1975 1st qtr	455.5	61.1	12.3	66.8	51.9	13.1	103.2	34.5	36.2	28.5	47.9	68.7	28.8	358.0
2nd	432.5	57.1	13.5	67.9	57.1	6.6	97.0	31.3	32.8	25.4	43.8	65.8	25.3	341.4
3rd	409.2	50.7	14.3	67.4	60.2	6.9	88.5	28.0	29.3	25.9	38.0	62.0	25.1	322.1
4th	397.7	53.0	10.4	61.8	64.6	6.6	81.9	29.4	28.7	22.7	38.6	56.3	26.2	315.2
1976 1st qtr	396.5	49.7	15.3	58.7	69.4	5.7	83.6	27.8	26.3	22.3	37.7	54.3	27.3	314.9
2nd	400.0	48.9	12.6	64.0	69.8	5.0	82.1	31.6	24.4	22.0	39.6	52.2	31.4	316.4
3rd	414.3	59.0	10.9	69.7	63.7	5.0	84.2	33.3	22.8	20.8	44.9	53.1	31.3	329.9
4th	422.0	57.4	12.8	70.4	56.6	5.5	91.1	37.6	21.9	20.3	48.4	54.2	31.3	336.5
1977 1st qtr	418.2	62.4	10.7	65.8	55.8	5.2	90.2	34.0	22.0	21.8	50.3	52.1	35.4	330.7
2nd	432.7	74.1	11.7	71.2	48.1	6.4	93.1	31.4	22.5	22.3	51.9	55.8	40.3	336.6
3rd	455.9	74.7	11.6	81.0	42.3	7.1	102.0	36.9	20.6	25.6	54.1	58.6	36.7	360.6
4th	454.5	65.6	14.1	80.0	47.8	7.0	95.4	41.6	22.4	24.9	55.7	61.7	35.9	356.9

[1] These columns represent the division of the column 'metal manufacture' formerly shown. This split is only approximate because at this stage separate deflators are not available for the two industries.

Table 3 Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1970 prices seasonally adjusted

£ million

Period	Total	Analysis by industry group: Wholesale distribution	Retail distribution	Other industries [2]	Analysis by type of asset: New building work	Vehicles	Plant and machinery
1968	1 561 (1 554)[1]	166	283	1 112 (1,105)[1]	624	368	570 (563)[1]
1969	1 683 (1 690)[1]	160	295	1 228 (1 235)[1]	650	389	643 (650)[1]
1970	1 799	176	299	1 325	666	394	739
1971	1 922	185	333	1 405	747	367	809
1972	2 035	195	394	1 445	700	436	899
1973	2 377	194	455	1 729	764	505	1 108
1974	2 300	190	436	1 675	735	509	1 057
1975	1 921	142	369	1 411	587	402	932
1976	1 900	142	377	1 381	552	467	880
1977	2 072	151	412	1 510	541	513	1 019
1971 1st qtr	468	44	82	342	185	89	194
2nd	477	46	86	345	183	96	198
3rd	491	47	84	361	190	92	209
4th	487	48	81	358	189	90	208
1972 1st qtr	481	48	90	343	173	101	207
2nd	512	49	95	368	175	108	229
3rd	512	46	102	365	169	112	231
4th	530	53	107	370	183	115	232
1973 1st qtr	588	50	110	428	201	123	264
2nd	588	48	116	424	193	120	275
3rd	585	47	118	420	193	131	261
4th	617	49	111	457	177	132	308
1974 1st qtr	617	51	110	456	199	134	285
2nd	578	47	106	426	184	128	266
3rd	555	50	103	402	182	124	249
4th	551	43	118	390	170	123	258
1975 1st qtr	482	39	85	358	154	106	222
2nd	484	37	92	354	152	97	235
3rd	486	33	95	358	142	97	246
4th	469	32	96	341	140	102	228
1976 1st qtr	448	33	95	320	135	104	208
2nd	468	35	102	331	137	117	214
3rd	488	37	92	359	142	124	222
4th	496	37	88	371	138	122	236
1977 1st qtr	502	32	107	363	131	123	248
2nd	508	36	103	369	130	129	250
3rd	530	41	110	380	142	137	251
4th	533	41	92	399	138	125	270

[1] See footnote to table 1 [2] Including leasing, on the basis of the ownership of assets.

Table 4 Fixed capital expenditure at current prices of manufacturing, distributive and service industries

£ million

Period	Total	Manufacturing industry	Distributive and service industries (excluding shipping	Shipping industry
1966	2 787	1 517	1 172	99
1967	2 861	1 485	1 236	140
1968	3 304	1 639	1 418	247
1969	3 629	1 822	1 589	217
1970	4 294	2 130	1 799	364
1971	4 648	2 187	2 078	384
1972	4 971	2 044	2 373	553
1973	6 008	2 286	3 088	635
1974	7 400	3 150	3 639	611
1975	7 821	3 461	3 795	565
1976	8 642	3 957	4 292	393
1977	10 723	4 872	5 281	570
1973				
1st qtr	1 437	542	729	166
2nd	1 366	508	739	118
3rd	1 449	596	744	109
4th	1 757	640	875	242
1974				
1st qtr	1 677	712	875	90
2nd	1 695	707	863	125
3rd	1 859	797	890	173
4th	2 169	935	1 011	223
1975				
1st qtr	1 865	846	878	142
2nd	1 867	818	910	138
3rd	1 965	855	962	148
4th	2 125	941	1 045	138
1976				
1st qtr	1 977	915	952	110
2nd	1 943	889	1 010	45
3rd	2 237	998	1 091	148
4th	2 485	1 155	1 239	92
1977				
1st qtr	2 426	1 105	1 192	129
2nd	2 453	1 112	1 235	107
3rd	2 734	1 245	1 347	142
4th	3 110	1 411	1 508	192

Manufacturers' and distributors' stocks in the fourth quarter of 1977

Revised figures indicate that the level of stocks held by manufacturers, wholesalers and retailers fell by about £70 million at 1970 prices, seasonally adjusted, in the fourth quarter of 1977. Although this fall is larger than was provisionally estimated, and of the same magnitude as the fall in the third quarter, there was an increase during the year as a whole of about £340 million.

Manufacturing industry

Revised figures indicate that manufacturers' stocks fell by about £40 million at 1970 prices, seasonally adjusted, in the fourth quarter of 1977. This fall is rather greater than that suggested by the provisional figures and this is mainly due to a downward revision of about £15 million to the level of stocks of finished goods, which is now estimated to have fallen by about £50 million. Stocks of materials and fuel also fell, by about £45 million, but work in progress rose by about £55 million. The fall in finished goods stocks was not unexpected following the large increase in the first three quarters of the year but the rise in work in progress may be a sign of greater optimism about the prospects for 1978.

The main reductions in stocks in the fourth quarter occurred in the metal manufacturing, chemical and food, drink and tobacco industries but these were partially offset by an increase in the engineering sector. Despite the reduction in stocks the stock/output ratio rose

Notes to tables 1 to 4

1 The analysis by industry group follows the standard industrial classification (1968 edition):
Manufacturing orders III to XIX.
Distributive trades order XXII:

Wholesale MLH 810, 811, 812, 831, 832 (except leasing by finance houses)
Retail MLH 820, 821.

2 Book values exclude VAT. Purchase tax payable on retailer's stock prior to the second quarter of 1973.

3 The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree and care should be taken in using the industry figures in tables 2 and 3 because of the margin of error involved in quarterly seasonal adjustments. Differences between totals and the sum of constituent parts are due to rounding.

r Revised. p Provisional.

Table 1 Value of physical increase in industry's stocks at 1970 prices seasonally adjusted

£ million

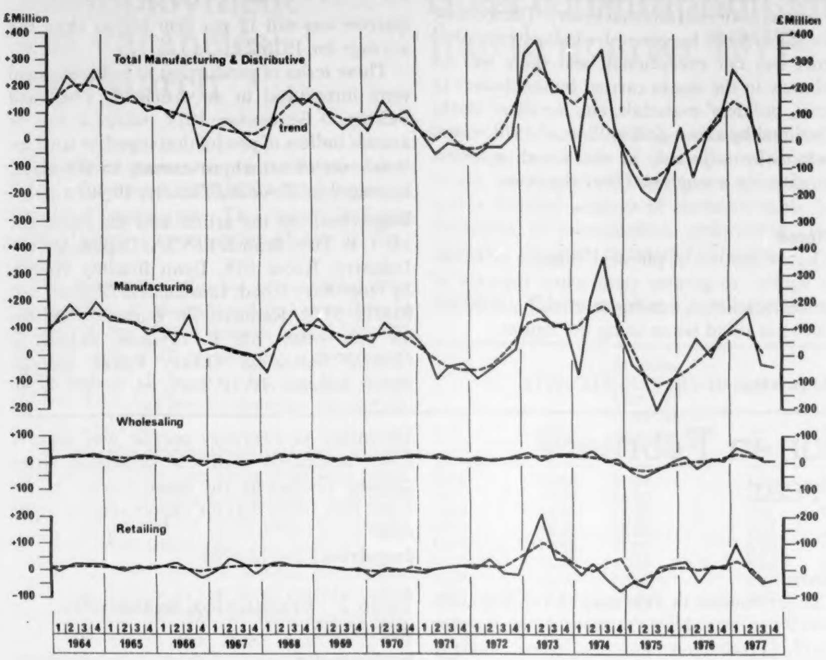
	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1976	14,287	10 528	1 830	1,929
1970	377	325	68	−16
1971	−78	−148	52	18
1972	−82	−145	48	15
1973	1 078	597	102	379
1974	606	634	81	−109
1975	−605	−429	−111	−65
1976	37	5	23	9
1977 r	338	219	103	17
1970				
1st qtr	33	47	4	−17
2nd	144	117	21	6
3rd	93	75	17	1
4th	107	87	27	−6
1971				
1st qtr	13	13	14	−14
2nd	−53	−89	28	9
3rd	−17	−40	13	11
4th	−21	−31	−2	12
1972				
1st qtr	−53	−83	21	8
2nd	−21	−60	−2	41
3rd	−22	−21	14	−15
4th	15	19	15	−19
1973				
1st qtr	330	199	39	92
2nd	381	166	7	209
3rd	181	111	30	40
4th	185	121	26	38
1974				
1st qtr	−69	−71	21	−20
2nd	284	211	48	25
3rd	345	377	5	−37
4th	46	117	6	−77
1975				
1st qtr	−98	−31	−23	−44
2nd	−186	−74	−51	−61
3rd	−218	−209	−26	16
4th	−103	−115	−12	24
1976				
1st qtr	59	—	26	33
2nd	−131	−66	−20	−45
3rd	28	−2	14	16
4th	81	73	3	5
1977				
1st qtr	277	125	51	102
2nd	199	164	39	−5
3rd	−70	−31	5	−44
4th r	−68	−40	7	−36

Table 2 Value of the physical increase of stocks held by manufacturing industry at 1970 prices seasonally adjusted

£ million

	Analysis by industry group							Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals, coal and petroleum products	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles, leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1976	10 528	1 327	1 146	917	5 216	846	1 076	3 543	4 083	2 903
1970	325	11	43	50	222	1	−1	113	122	90
1971	−148	11	17	5	−164	−14	−3	−146	−98	96
1972	−145	20	3	−44	−85	−53	15	−41	32	−136
1973	597	75	95	−8	358	12	65	303	324	−30
1974	634	75	155	26	261	41	76	287	86	262
1975	−429	−99	−44	39	−149	−39	−137	−391	−118	80
1976	5	−1	54	83	−103	−25	−4	−61	10	56
1977 r	219	22	9	−8	126	30	40	25	62	132
1970										
1st qtr	47	6	19	−11	15	9	8	13	—	33
2nd	117	7	4	19	90	2	−5	56	59	2
3rd	75	4	11	15	48	—	−4	34	17	24
4th	87	−6	8	26	69	−11	—	10	47	30
1971										
1st qtr	13	8	−5	29	−30	8	3	−22	−25	60
2nd	−89	−5	16	−24	−42	−31	−3	−44	−62	17
3rd	−40	−11	−2	−7	−23	6	−3	−44	−4	8
4th	−31	20	9	7	−69	4	−1	−36	−7	12
1972										
1st qtr	−83	7	15	−57	−19	−14	−15	−15	7	−75
2nd	−60	16	−21	9	−65	−11	12	−50	21	−31
3rd	−21	−7	7	−1	−9	−16	5	2	−2	−22
4th	19	3	3	5	7	−11	12	22	6	−8
1973										
1st qtr	199	5	22	20	113	−8	47	89	110	—
2nd	166	25	35	2	92	8	3	94	75	−3
3rd	111	27	21	−9	60	4	10	44	82	−14
4th	121	18	17	−22	93	9	6	77	57	−13
1974										
1st qtr	−71	24	37	−57	−38	−7	−29	64	−24	−110
2nd	211	30	36	7	55	30	53	68	22	121
3rd	377	43	72	43	145	24	49	135	73	169
4th	117	−22	10	33	99	−6	2	20	15	82
1975										
1st qtr	−31	−10	−9	47	−18	−5	−37	−136	18	88
2nd	−74	−50	−23	23	26	−17	−33	−51	−22	−1
3rd	−209	−28	−25	−22	−76	−16	−42	−141	−61	−7
4th	−115	−11	14	−9	−81	−3	−25	−63	−52	—
1976										
1st qtr	—	−18	16	−11	10	12	−9	−26	12	13
2nd	−66	−6	15	12	−61	−19	−7	−28	−34	−4
3rd	−2	−1	15	44	−58	−10	7	7	−17	7
4th	73	24	7	38	7	−9	6	−15	48	40
1977										
1st qtr	125	−11	18	13	70	9	26	55	44	26
2nd	164	20	8	12	82	22	22	39	−5	130
3rd	−31	28	1	−11	−43	−2	−3	−26	−32	27
4th r	−40	−14	−18	−22	18	1	−5	−43	54	−50

Value of physical increase in industry's stocks at 1970 prices seasonally adjusted



The relationship of manufacturers' stocks to manufacturing production

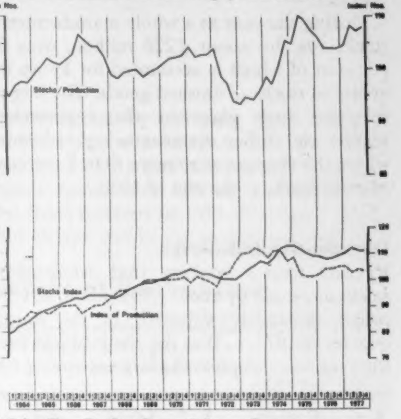


Table 3 Value of the physical increase of stocks held by wholesalers at 1970 prices seasonally adjusted

£ million

	Total whole-salers	General wholesale distri-butors	Dealers in coal, builders materials etc.	Dealers in industrial materials and machinery
Level of stocks at end 1976	1 830	1 037	158	635
1970	68	15	—	53
1971	52	41	−3	14
1972	48	41	11	−3
1973	102	127	−1	−24
1974	81	6	—	75
1975	−111	−142	−13	44
1976	23	−3	11	16
1977 r	103	35	1	66
1970				
1st qtr	4	−4	—	8
2nd	21	12	−3	12
3rd	17	−5	−1	24
4th	27	12	4	10
1971				
1st qtr	14	1	−1	14
2nd	28	22	—	6
3rd	13	11	1	2
4th	−2	7	−2	−7
1972				
1st qtr	21	3	−2	20
2nd	−2	2	2	−6
3rd	14	23	3	−11
4th	15	13	9	−6
1973				
1st qtr	39	40	−6	5
2nd	7	14	4	−12
3rd	30	40	2	−13
4th	26	32	−1	−4
1974				
1st qtr	21	23	−1	−1
2nd	48	22	2	24
3rd	5	−21	−3	29
4th	6	−18	2	22
1975				
1st qtr	−23	−44	2	19
2nd	−51	−53	−8	10
3rd	−26	−25	−5	4
4th	−12	−20	−2	10
1976				
1st qtr	26	14	13	−1
2nd	−20	3	−6	−17
3rd	14	−11	6	19
4th	3	−10	−2	14
1977				
1st qtr	51	24	6	21
2nd	39	24	6	10
3rd	5	−7	−16	29
4th r	7	−5	5	7

Table 4 Increase in the book value of manufacturers' and distributors' stocks

£ million

	Total	Manu-facturing	Whole-saling	Retailing
Level of stocks at end 1976	33 554	26 342	4 502	3 799
1970	1 302	1 038	162	102
1971	764	471	160	133
1972	949	618	217	114
1973	3 646	2 571	593	481
1974	6 330	5 132	779	419
1975	3 227	2 568	212	447
1976	6 126	4 787	873	466
1977 r	4 502	3 173	710	618
1970				
1st qtr	323	288	16	18
2nd	351	293	26	33
3rd	267	174	78	15
4th	362	284	43	36
1971				
1st qtr	259	211	29	20
2nd	294	180	60	54
3rd	112	28	70	13
4th	99	53	—	46
1972				
1st qtr	90	60	5	26
2nd	197	113	25	59
3rd	251	148	106	−3
4th	412	298	82	32
1973				
1st qtr	659	487	71	101
2nd	739	554	88	96
3rd	1 018	664	239	115
4th	1 230	867	194	169
1974	1 763	1 501	204	59
2nd	1 853	1 447	224	182
3rd	1 525	1 254	199	72
4th	1 188	930	152	106
1975				
1st qtr	978	933	16	61
2nd	627	608	20	38
3rd	541	262	124	154
4th	1 081	764	123	194
1976				
1st qtr	1 058	879	124	55
2nd	1 263	1 125	147	−9
3rd	1 662	1 155	340	168
4th	2 142	1 628	262	252
1977				
1st qtr	1 875	1 377	203	296
2nd	1 339	980	234	125
3rd	627	376	185	66
4thr	660	440	89	131

Table 5 Relationship of manufacturers' stocks to manufacturing production

	Index numbers – 4th qtr 1969 = 100 Seasonally adjusted		
	Stock levels at 1970 prices	Production (with 1970 net output weight)	Ratio of stocks to production
1967			
1st qtr	94	89	105.4
2nd	94	90	104.6
3rd	94	90	104.5
4th	94	92	102.6
1968			
1st qtr	93	94	98.8
2nd	94	96	98.4
3rd	96	96	99.5
4th	97	97	99.8
1969			
1st qtr	98	98	100.0
2nd	99	100	98.7
3rd	99	100	99.5
4th	100	100	100.0
1970			
1st qtr	101	100	100.9
2nd	102	100	101.7
3rd	103	100	102.2
4th	103	101	102.3
1971			
1st qtr	104	99	104.1
2nd	103	100	102.3
3rd	102	100	102.6
4th	102	99	102.7
1972			
1st qtr	101	97	103.8
2nd	100	102	98.5
3rd	100	103	97.2
4th	100	107	93.8
1973			
1st qtr	102	110	93.1
2nd	104	110	94.5
3rd	105	112	94.2
4th	107	111	95.7
1974			
1st qtr	106	107	98.9
2nd	108	111	97.1
3rd	112	111	100.6
4th	113	107	105.4
1975			
1st qtr	113	107	105.5
2nd	112	102	110.2
3rd	110	101	109.1
4th	109	101	107.1
1976			
1st qtr	109	102	106.6
2nd	108	104	104.0
3rd	108	104	103.7
4th	109	105	103.4
1977			
1st qtr	110	105	104.3
2nd	112	103	108.2
3rd	111	104	107.1
4th r	111	103	107.9

1 The index numbers of the level of stocks relate to the end of each quarter: the index of production refers to production during the quarter.

2 The 1970 index of production has been rebased on the fourth quarter of 1969 for the purpose of this table.

3 The index numbers of the stocks production ratio are calculated from unrounded estimates of the data in the previous two columns.

r Revised. p Provisional.

during the quarter from 107.1 to 107.9 due to the fall of about 1 per cent in manufacturing output.

During the year as a whole manufacturers' stocks rose by about £220 million, over 60 per cent of which is accounted for by an increase in stocks of finished goods. The largest increases took place in the engineering, textiles and 'other manufacturing' industries where the changes were more than 2 per cent of stock levels at the end of 1976.

Distributive industries

Revised figures confirm that wholesalers' stocks increased by about £10 million, at 1970 prices, seasonally adjusted, in the fourth quarter of 1977, so that the rise in stocks over the year was exceptionally large at some £100 million. However, this rise is mainly attributable to stockbuilding by dealers in industrial materials and machinery. The increase in stocks held by general wholesale distributors was not exceptional, and there was no change in the stocks carried by the dealers in coal, builders' materials, etc. Retailers' stocks declined by about £40 million, at 1970 prices, seasonally adjusted, in the fourth quarter, confirming a small rise over the year.

Notes

The estimation of physical changes in stocks is subject to greater error when the rate of price increase is varying and this should be borne in mind when using the figures.

Inquiries: 01-215 3176/3345/5215.

Engineering industries

Continued from page 711

quarter was still 12 per cent higher than the average for 1976.

These series of production at industry level were introduced in an article in *Trade and Industry*, 9 September 1977, whilst a run of annual indices of production together with an article on recent improvements to the series appeared in *Trade and Industry*, 10 June 1977.

Inquiries: On the article and the statistics: Mr I. P. Tutt, Branch EcS 3A, Department of Industry, Room 618, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 5770. Requests for quarterly indices for past years: Mr P. Coulson, Branch 5, Central Statistical Office, Great George Street, London SW1P 3AG, tel. 01-233 7239.

Motor vehicle production in February 13 per cent up on last year

Production of cars in the four weeks ended 25 February of 107 912 units (26 978 per week) was 13 per cent above the February 1977 level. Production for the home market rose by 31 per cent while that for export fell by 7 per cent. Production of commercial vehicles was 30 658 units (7665 per week) a fall of 8 per cent from the February 1977 level. Production for the home market rose by 2 per cent while that for export fell by 16 per cent.

The summaries which follow are based on the seasonally adjusted figures shown in table 2.

Cars

Car production in February of 112 000 units was 2 per cent above the monthly average for 1977. Production for the three months December to February was 4 per cent higher compared with the preceding three months; within the total home market production rose by 11 per cent while production for export was 4 per cent lower.

Commercial vehicles

Commercial vehicle production in February of 31 100 units was 6 per cent below the monthly average for 1977. In the three months December to February output was slightly lower compared with the preceding three months. Output for the home market fell by 5 per cent while that for export rose by 5 per cent.

Inquiries: 01-212 0788

Table 1 Car and commercial vehicle production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery-operated road vehicles are excluded.

	No of weeks	Passenger cars (including taxis)				Commercial road vehicles			
		For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1969	53	892 758	824 315	1 717 073	32 398	272 998	192 778	465 776	8 788
1970	52	918 109	722 857	1 640 966	31 557	267 407	190 125	457 532	8 799
1971	52	1 027 462	714 478	1 741 940	33 499	268 278	187 928	456 206	8 773
1972	52	1 307 881	613 430	1 921 311	36 948	272 649	135 470	408 119	7 848
1973	52	1 142 216	605 105	1 747 321	33 602	257 574	159 049	416 623	8 012
1974	52	937 932	596 187	1 534 119	29 502	232 373	170 193	402 566	7 742
1975	52	735 532	532 164	1 267 696	24 379	194 319	186 386	380 705	7 321
1976	53	768 481	564 968	1 333 449	25 159	182 554	189 503	372 057	7 020
1977	52	753 195	562 777	1 315 972	25 307	201 445	196 823	398 268	7 659
1977									
1st qtr	13	180 813	149 558	330 371	25 413	51 826	57 676	109 502	8 423
2nd	13	209 665	161 386	371 051	28 542	49 299	51 945	101 244	7 788
3rd	13	166 116	104 554	270 670	20 821	44 036	41 832	85 868	6 605
4th	13	196 601	147 279	343 880	26 452	56 284	45 370	101 654	7 820
1977									
January	4	66 119	54 069	120 188	30 047	16 932	17 402	34 334	8 584
February	4	49 573	46 109	95 682	23 921	15 376	17 822	33 198	8 300
March	5	65 121	49 380	114 501	22 900	19 518	22 452	41 970	8 394
April	4	64 475	48 998	113 473	28 368	13 394	16 133	29 527	7 382
May	4	80 099	60 057	140 156	35 039	18 860	20 020	38 880	9 720
June	5	65 091	52 331	117 422	23 484	17 045	15 792	32 837	6 567
July	4	47 156	27 939	75 095	18 774	13 007	14 020	27 027	6 757
August	4	51 565	27 605	79 170	19 793	12 628	10 869	23 497	5 874
September	5	67 395	49 010	116 405	23 281	18 401	16 943	35 344	7 069
October	4	55 346	47 810	103 156	25 789	19 283	14 863	34 146	8 537
November	4	63 333	49 199	112 532	28 133	18 198	12 807	31 005	7 751
December	5	77 922	50 270	128 192	25 638	18 803	17 700	36 503	7 301
1978									
January	4	67 488	43 961	111 449	27 862	16 396	14 717	31 113	7 778
February	4	65 029	42 883	107 912	26 978	15 699	14 959	30 658	7 665

Note: From January 1978, Land-Rover estate vehicles are being recorded as commercial vehicles rather than as passenger cars. Figures for 1977 have been revised on to this basis. The number of these vehicles in 1977 was 11 848.

Table 2 Production seasonally adjusted

Monthly average — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	15.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973	95	50	145	21.5	13.2	34.7
1974	78	50	128	19.3	14.2	33.5
1975	61	45	106	16.2	15.5	31.7
1976	64	47	111	15.2	15.8	31.0
1977	63	47	110	16.8	16.4	33.2
1977						
1st qtr	56	49	105	16.2	18.6	34.8
2nd	67	50	117	16.1	16.3	32.4
3rd	67	42	109	17.4	16.5	33.9
4th	61	47	108	17.5	14.3	31.8
1977						
January	63	58	121	17.6	19.1	36.7
February	52	47	99	15.4	17.9	33.3
March	54	43	97	15.6	18.6	34.2
April	70	52	122	14.6	17.6	32.2
May	69	53	122	18.1	17.8	35.9
June	63	45	108	15.7	13.5	29.2
July	64	41	105	16.8	16.6	33.4
August	66	36	102	17.6	16.7	34.3
September	70	50	120	17.8	16.1	33.9
October	55	48	103	18.1	15.2	33.3
November	58	46	104	17.1	12.8	29.9
December	70	46	116	17.1	15.0	32.1
1978						
January	65	47	112	17.2	16.3	33.5
February	68	44	112	15.9	15.2	31.1
Average of						
Sep-Nov 1977	61	48	109	17.6	14.7	32.3
Dec 1977-Feb 1978	68	45	113	16.7	15.5	32.2
Percentage change	+11	−4	+4	−5	+5	n/c

Notes to table 2: The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and the previous three months give a more reliable guide to recent changes.

Unemployment and vacancies: mid-March

Unemployed persons in Great Britain on 9 March numbered 1 398 986 – 6.0 per cent of the total employees. The figure includes 37 639 school leavers under 18 not yet employed.

The seasonally adjusted series shows that the number of unemployed in Great Britain excluding the school leavers was 1 340 300 (5.7 per cent of all employees), a decrease of 9900 since 9 February. In the last three months there has been a decrease on average of 8000 a month.

Of the total unemployed in Great Britain 189 000 had been unemployed for four weeks or less. It is estimated that about 1 082 000 were unemployed for more than four weeks, and were aged under 60.

The average number joining the unemployment register in the three months ended February was 347 000 per month compared with 393 000 in the three months ended November and 384 000 in the three months ended August 1977. The average numbers leaving the register in these three periods were 353 000, 384 000 and 366 000 per month respectively.

The average inflow of vacancies in the three months ended February was 200 000 per month compared with 196 000 in the three months ended November and 193 000 in the three months ended August 1977. The average outflows in the three periods were 186 000, 196 000 and 195 000 per month.

Notified vacancies

The number of vacancies notified to employment offices in Great Britain remaining unfilled on 3 March was 184 173, an increase of 14 015 since last month. The number of vacancies notified to careers offices was 24 101, an increase of 5225 since last month. The seasonally adjusted series shows that the number of vacancies notified to employment offices in Great Britain was 193 900, an increase of 8700 since February 1978. Figures do not represent the total number of vacancies in the economy, but only those vacancies notified by employers to local offices of the Employment Service Agency and to careers offices that remained unfilled on 3 March.

Table 1 **Unemployment (on 9 March, 1978)**

	Great Britain		United Kingdom	
	Number	Change since February	Number	Change since February
Unemployed, excluding school leavers	1 361 347	–37 882	1 420 743	–38 230
School leavers	37 639	–8 995	40 229	–9 472
Total unemployed	1 398 986	–46 877	1 460 972	–47 702
Percentage of all employees	*6.0*	*–0.2*	*6.1*	*–0.2*
Seasonally adjusted				
Unemployed, excluding school leavers	1 340 300	–9 900	1 400 000	–9 000
Percentage of all employees	*5.7*	—	*5.9*	—

Steel consumption and stocks: fourth quarter 1977

Seasonally adjusted estimates of consumption, deliveries and stocks of finished steel in the fourth quarter of 1977 are given in table 1 and a detailed analysis of stocks in table 5. Estimates of consumption and stocks, by industry, are given in tables 2, 3 and 4.

Consumption by industry (table 2)
Consumption of finished steel in the fourth quarter of 1977 is estimated to be 3.83 million tonnes, comparable with the average for the first three quarters of 1977. The most significant change was in the mechanical engineer-

Table 1 **Consumption, deliveries and stocks of finished steel**

Seasonally adjusted. Million tonnes

		Deliveries			Stocks at end of period			
	Consumption	From UK production to consumers and stockholders	Imports	Total to consumers [1]	Consumers	Stockholders	Total	Number of weeks' use held in stock by consumers and stockholders [2]
1970	17.64	17.30	1.04	17.91	4.15	0.87	5.02	14.4
1971	16.72	14.50	1.41	16.07	3.47	0.71	4.18	13.8
1972	16.75	14.59	2.14	16.72	3.44	0.72	4.16	11.6
1973	18.45	16.80	2.51	19.45	4.44	0.58	5.02	15.0
1974	17.58	15.07	3.29	18.07	4.96	0.87	5.83	17.7
1975	15.45	12.03	3.03	15.01	4.53	0.92	5.45	17.4
1976	15.80	12.66	3.15	15.65	4.37	1.08	5.45	17.5
1977	15.30	11.95	2.97	15.01	4.15	0.96	5.11	17.4
1974								
1st qtr	4.36	3.98	0.97	4.92	5.00	0.62	5.62	16.0
2nd	4.59	3.93	0.82	4.62	5.06	0.75	5.81	17.8
3rd	4.25	3.56	0.70	4.19	5.00	0.81	5.81	17.2
4th	4.38	3.60	0.80	4.34	4.96	0.87	5.83	17.7
1975								
1st qtr	4.27	3.55	0.85	4.26	4.95	1.01	5.96	21.0
2nd	3.70	2.88	0.66	3.56	4.82	0.99	5.81	20.3
3rd	3.71	2.76	0.74	3.56	4.67	0.93	5.60	19.3
4th	3.77	2.84	0.78	3.63	4.53	0.92	5.45	17.4
1976								
1st qtr	4.07	3.05	0.84	3.91	4.37	0.90	5.27	17.6
2nd	3.89	3.18	0.72	3.86	4.35	0.94	5.29	18.1
3rd	3.78	3.24	0.70	3.83	4.39	1.05	5.44	17.4
4th	4.06	3.19	0.89	4.05	4.37	1.08	5.45	17.5
1977								
1st qtr	3.74	2.99	0.59	3.59	4.29	1.04	5.33	18.5
2nd	3.76	2.90	0.64	3.61	4.14	0.97	5.11	17.2
3rd	3.97	3.16	0.88	4.02	4.19	0.99	5.18	17.3
4th	3.83	2.90	0.86	3.79	4.15	0.96	5.11	17.4

[1] Total deliveries to consumers are deliveries from UK production to consumers and stockholders plus imports minus stock build by stockholders. [2] Calculated as stocks divided by weekly consumption in the following quarter, with the exception of the latest quarter when the divisor is weekly consumption in that quarter.

Table 2 **Consumption of finished steel by industry group**

Seasonally adjusted. Million tonnes

					Engineering					
Period	Coal-mining	Railways	Ship-building	Con-struction	Electrical	Mechan-ical	Motors	Hollow-ware	Wire and wire manu-factures	Other consum-ing industries
1970	0.44	0.40	0.68	2.86	0.77	3.83	2.32	1.12	1.25	3.97
1971	0.52	0.37	0.69	3.13	0.74	3.06	2.30	1.23	1.12	3.56
1972	0.47	0.37	0.72	2.99	0.76	3.18	2.21	1.23	1.14	3.68
1973	0.52	0.37	0.65	3.35	0.87	3.73	2.43	1.35	1.23	3.95
1974	0.50	0.48	0.58	3.08	1.07	3.54	2.13	1.33	1.12	3.75
1975	0.52	0.54	0.66	2.53	0.84	3.29	1.65	1.09	0.96	3.37
1976	0.49	0.45	0.56	2.51	0.82	3.33	1.86	1.27	1.03	3.48
1977	0.45	0.36	0.41	2.05	0.67	3.80	1.86	1.28	0.89	3.53
1974										
1st qtr	0.09	0.11	0.15	0.89	0.25	0.86	0.50	0.33	0.28	0.90
2nd	0.12	0.12	0.13	0.81	0.28	0.93	0.56	0.37	0.27	1.00
3rd	0.15	0.12	0.15	0.66	0.28	0.86	0.56	0.30	0.29	0.88
4th	0.14	0.13	0.15	0.72	0.26	0.89	0.51	0.33	0.28	0.97
1975										
1st qtr	0.14	0.15	0.18	0.71	0.22	0.92	0.48	0.30	0.27	0.90
2nd	0.12	0.12	0.18	0.65	0.18	0.79	0.37	0.24	0.22	0.83
3rd	0.12	0.14	0.14	0.59	0.22	0.80	0.36	0.28	0.24	0.82
4th	0.14	0.13	0.16	0.58	0.22	0.78	0.44	0.27	0.23	0.82
1976										
1st qtr	0.12	0.12	0.18	0.74	0.22	0.81	0.44	0.30	0.25	0.89
2nd	0.14	0.13	0.14	0.64	0.22	0.81	0.46	0.30	0.24	0.81
3rd	0.12	0.10	0.12	0.61	0.21	0.78	0.48	0.30	0.24	0.82
4th	0.11	0.10	0.12	0.52	0.17	0.93	0.48	0.37	0.30	0.96
1977										
1st qtr	0.10	0.09	0.10	0.53	0.17	0.86	0.47	0.33	0.23	0.86
2nd	0.12	0.08	0.12	0.51	0.16	0.93	0.43	0.32	0.23	0.86
3rd	0.12	0.09	0.09	0.50	0.18	1.02	0.48	0.34	0.21	0.94
4th	0.11	0.10	0.10	0.51	0.16	0.99	0.48	0.29	0.22	0.87

ing industry where a 3 per cent fall is indicated compared with the third quarter of 1977 but an increase of 19 per cent compared with the quarterly average for 1976. Hollow-ware fell by 15 per cent compared with the previous quarter.

Stocks by industry (table 3)
The level of consumer stocks fell by 1 per cent in the fourth quarter and were 5 per cent lower than the end 1976 stock. Steel stockholders decreased their stocks by 3 per cent over the previous quarter and 11 per cent when compared with end 1976 stocks.

Numbers of weeks use held in stock (table 4)
No significant changes.

Stocks by product (table 5)
All products identified showed modest decreases during the fourth quarter 1977.

Inquiries: 01-212 5544.

Table 3 Stocks of finished steel by industry group

Seasonally adjusted. Million tonnes

					Engineering					
Period	Coal-mining	Railways	Ship-building	Con-struction	Electrical	Mechan-ical	Motors	Hollow-ware	Wire and wire manu-factures	Other consum-ing industries
1970	0.11	0.12	0.29	1.06	0.14	0.93	0.46	0.16	0.14	0.74
1971	0.13	0.11	0.25	0.84	0.10	0.78	0.37	0.14	0.13	0.62
1972	0.09	0.08	0.27	0.83	0.10	0.80	0.38	0.14	0.12	0.63
1973	0.14	0.09	0.34	1.11	0.15	0.92	0.50	0.19	0.14	0.86
1974	0.19	0.14	0.45	1.22	0.17	1.05	0.46	0.20	0.15	0.93
1975	0.22	0.16	0.51	1.14	0.13	0.90	0.39	0.14	0.15	0.79
1976	0.19	0.12	0.39	1.00	0.13	0.92	0.47	0.17	0.13	0.85
1977	0.18	0.12	0.31	1.01	0.12	0.85	0.44	0.19	0.13	0.80
1974										
1st qtr	0.18	0.12	0.37	1.18	0.21	1.04	0.55	0.22	0.16	0.97
2nd	0.20	0.13	0.42	1.23	0.20	1.07	0.49	0.19	0.17	0.96
3rd	0.20	0.13	0.45	1.22	0.19	1.05	0.47	0.19	0.16	0.94
4th	0.19	0.14	0.45	1.22	0.17	1.05	0.46	0.20	0.15	0.93
1975										
1st qtr	0.20	0.13	0.48	1.22	0.16	1.04	0.43	0.20	0.15	0.94
2nd	0.21	0.15	0.51	1.21	0.15	1.00	0.41	0.18	0.13	0.87
3rd	0.22	0.16	0.52	1.20	0.13	0.93	0.41	0.14	0.14	0.82
4th	0.22	0.16	0.51	1.14	0.13	0.90	0.39	0.14	0.15	0.79
1976										
1st qtr	0.22	0.17	0.46	1.05	0.13	0.89	0.39	0.14	0.15	0.77
2nd	0.21	0.15	0.42	1.06	0.12	0.86	0.41	0.16	0.16	0.80
3rd	0.20	0.13	0.40	1.01	0.12	0.91	0.45	0.18	0.16	0.83
4th	0.19	0.12	0.39	1.00	0.13	0.92	0.47	0.17	0.13	0.85
1977										
1st qtr	0.19	0.12	0.37	1.01	0.13	0.90	0.45	0.18	0.13	0.82
2nd	0.19	0.12	0.33	0.99	0.12	0.88	0.44	0.17	0.12	0.79
3rd	0.18	0.12	0.33	0.99	0.12	0.87	0.46	0.19	0.13	0.81
4th	0.18	0.12	0.31	1.01	0.12	0.85	0.44	0.19	0.13	0.80

Table 4 Ratio of stocks of weekly consumption by industry group

Number of weeks

					Engineering					
Period	Coal-mining	Railways	Ship-building	Con-struction	Electrical	Mechan-ical	Motors	Hollow-ware	Wire and wire manu-factures	Other consum-ing industries
1970	10	16	22	16	9	14	10	6	6	10
1971	23	17	21	15	8	13	9	6	6	9
1972	9	11	18	13	6	11	8	6	5	8
1973	22	11	29	16	8	14	13	8	7	13
1974	17	12	34	22	10	15	12	9	7	14
1975	23	17	37	20	8	14	12	6	8	12
1976	24	17	45	23	10	13	13	7	7	12
1977	22	16	41	26	10	11	12	8	8	12
1974										
1st qtr	20	12	36	19	10	15	12	8	8	13
2nd	17	14	37	24	9	16	11	8	8	14
3rd	18	13	38	22	10	15	12	8	7	13
4th	17	12	34	22	10	15	12	9	7	14
1975										
1st qtr	21	14	35	25	11	17	15	11	9	15
2nd	22	14	48	26	9	16	15	8	7	14
3rd	21	16	42	27	8	16	12	7	8	13
4th	23	17	37	20	8	14	12	6	8	12
1976										
1st qtr	20	17	41	21	7	14	11	6	8	12
2nd	23	20	45	22	8	14	11	7	9	13
3rd	23	18	43	26	9	13	12	6	7	11
4th	24	17	45	23	10	13	13	7	7	12
1977										
1st qtr	22	19	39	25	10	13	13	7	7	12
2nd	19	16	46	26	9	11	12	7	7	11
3rd	22	16	42	25	10	11	12	9	8	12
4th	22	16	41	26	10	11	12	8	8	12

Table 5 Stock of finished steel held by consumers and stockholders

Seasonally adjusted. Million tonnes

	Sheet	Plate	Tin-plate	Rods and bars for re-inforce-ment	Other steel pro-ducts	Total all pro-ducts
CONSUMERS						
1975	0.41	1.05	0.12	0.23	2.72	4.53
1976	0.53	0.89	0.15	0.21	2.59	4.37
1977	0.48	0.84	0.16	0.18	2.49	4.15
1976						
1st qtr	0.41	0.96	0.15	0.23	2.62	4.37
2nd	0.46	0.93	0.16	0.21	2.59	4.35
3rd	0.50	0.89	0.16	0.23	2.62	4.39
4th	0.53	0.89	0.15	0.21	2.59	4.37
1977						
1st qtr	0.53	0.88	0.13	0.20	2.56	4.30
2nd	0.48	0.83	0.15	0.19	2.50	4.15
3rd	0.50	0.84	0.17	0.19	2.50	4.20
4th	0.48	0.84	0.16	0.18	2.49	4.15
STOCKHOLDERS						
1975	0.23	0.24	0.01	o	0.44	0.92
1976	0.28	0.29	0.02	o	0.49	1.08
1977	0.26	0.24	0.01	o	0.45	0.96
1976						
1st qtr	0.23	0.25	0.01	o	0.41	0.90
2nd	0.23	0.27	0.01	o	0.43	0.94
3rd	0.27	0.30	0.02	o	0.46	1.05
4th	0.28	0.29	0.02	o	0.49	1.08
1977						
1st qtr	0.29	0.27	0.02	o	0.46	1.04
2nd	0.25	0.26	0.01	o	0.45	0.97
3rd	0.27	0.26	0.01	o	0.45	0.99
4th	0.26	0.24	0.01	o	0.45	0.96
TOTAL						
1975	0.64	1.29	0.13	0.23	3.16	5.45
1976	0.81	1.18	0.17	0.21	3.08	5.45
1977	0.74	1.08	0.17	0.18	2.94	5.11
1976						
1st qtr	0.64	1.21	0.16	0.23	3.03	5.27
2nd	0.69	1.20	0.17	0.21	3.02	5.29
3rd	0.77	1.19	0.18	0.23	3.07	5.44
4th	0.81	1.18	0.17	0.21	3.08	5.45
1977						
1st qtr	0.82	1.15	0.15	0.20	3.02	5.34
2nd	0.73	1.09	0.16	0.19	2.95	5.12
3rd	0.77	1.10	0.18	0.19	2.95	5.19
4th	0.74	1.08	0.17	0.18	2.94	5.11

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Cinema admissions statistics, takings up in 1977

Estimated admissions and gross box office takings during 1977 were 107 million and £89 million, compared with 107 million and £79 million in 1976.

The number of licenced screens at the end of the year was 1561, compared with 1583 at the end of 1976.

During December, counted as a five-week period, the weekly average of admissions to cinemas in Great Britain was 1.82 million and the weekly average of gross box office takings was £1.60 million. The comparable figures for December 1976 were 1.77 million and £1.41 million.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 24 March 1978.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
Movietone News 2546	BR/E 39394/26/3/83	8	24 March	British Movietonews Ltd	British Movietonews Ltd
COMMUNITY					
1900 – Part One	EC 39520/26/3/83	129	22 March	Twentieth Century-Fox Film Co Ltd	Pea, Rome, Les Productions Artistes Associes, Paris, and Artemis Film GmbH, Berlin
1900 – Part Two	EC 39521/26/3/83	119	22 March	Twentieth Century-Fox Film Co Ltd	Pea, Rome, Les Productions Artistes Associes, Paris, and Artemis Film GmbH, Berlin
FOREIGN					
Pouihi – A Legend of New Zealand	F 39522	24	23 March	Columbia-Warner Distributors Ltd	Everard Films Ltd, Auckland
Another Man Another Woman	F 39523	128	23 March	United Artists Corporation Ltd	Films 13 SA 15 and Films Ariane, Paris

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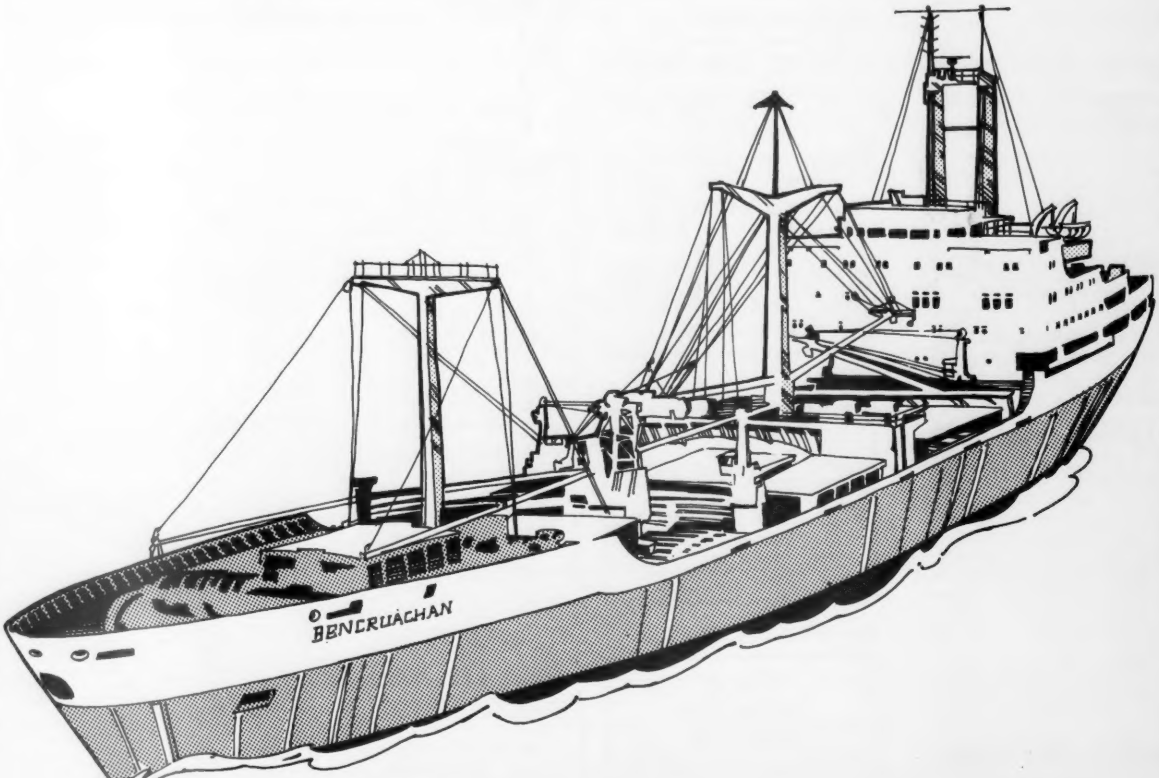

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